

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

AUGUST 15, 1952



Ulmus Procera

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6 to 8 ft.	14.00	125.00
8 to 10 ft.	20.00	175.00
1 1/4 to 1 1/2 ins.	22.00	200.00
1 1/2 to 1 3/4 ins.	30.00	275.00

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8 to 10 ft., 1 to 1 1/4 ins.	33.00	300.00
1 1/4 to 1 1/2 ins.	45.00	400.00
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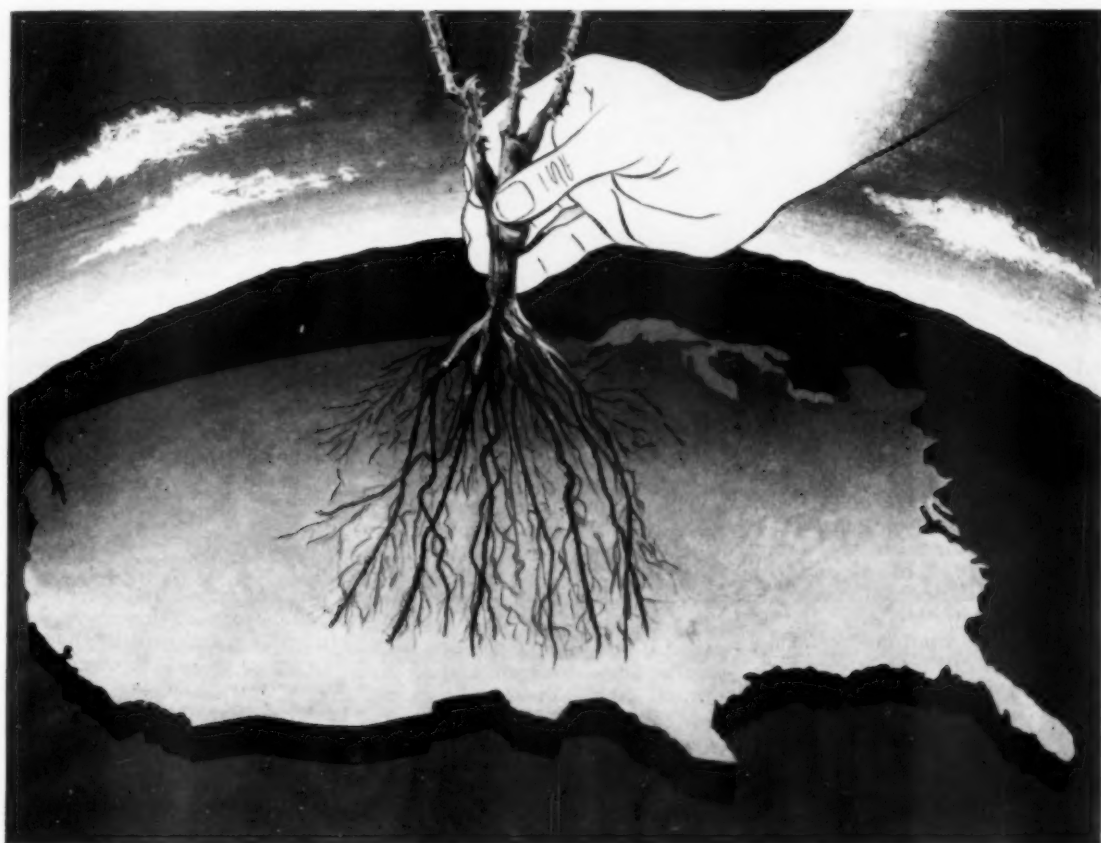
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Forms for the September 1 issue will close Monday, August 18.

Forms for the September 15 issue will close Monday, September 1.

Mail copy to arrive at Chicago by these dates—no later!



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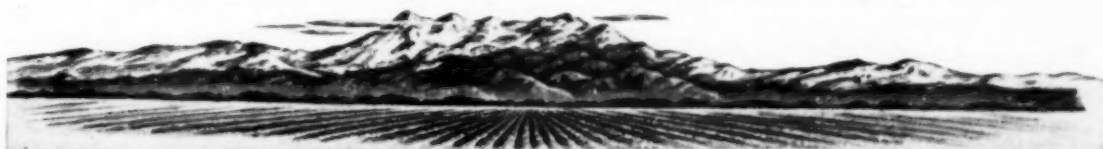
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AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*
Kenneth A. Brent, *Managing Editor*

Editorial

SOUND PRICING

Comment has been made in these columns of the apparent reluctance of some nurserymen to adjust their selling prices to the levels required by the present-day economy. It has been pointed out that the well-being of individual enterprises and of the industry as a whole depend in great part upon a realistic approach to pricing policies.

On this subject, readers will find well-worth careful study the article in this issue entitled "Do Your Prices Reflect Your Costs?" by J. Awdry Armstrong, of Armstrong Nurseries, Ontario, Calif. In this article Mr. Armstrong examines underpricing policies, exposes their weaknesses and suggest a forthright approach to the problem. The statistics presented in the article should come as a revelation to those who have never before realized how grossly some nursery prices are lagging behind the times.

Mr. Armstrong's prose is clear and convincing, reflecting a great deal of study and his own strong convictions on the subject. As he points out, he states his case not as an economist, but as a nurseryman. To his fellow nurserymen it is recommended reading.

HOW TO SAVE POSTAGE

Protests against higher postage rates are made vigorously by many nurserymen, yet it is surprising the number of them who fail to effect their own saving by attention to their mailing lists.

This fact is emphasized by the recent experience of a nurseryman, formerly a resident of New Jersey and now retired to Florida, who received in a single day four circulars addressed to him in New Jersey, though he left that state a year ago. Three of the circulars were from prominent firms, whose reputation otherwise is so progressive that such negligence in the matter of their mailing lists is a surprise. One, nevertheless, had the man on the list at both the old and the new address.

Many a trade mailing list could be cut in half without loss of any good prospects. That assertion is made be-

cause some smart nurserymen have revised their lists, with such a saving or greater. They have been astonished, and then gratified.

What is the condition of your mailing list?

MORE ADVICE FOR PUBLIC

Public interest in gardening, fostered in wartime by victory gardens and since the war by the vast increase in the number of small houses, has made itself felt by others than nurserymen and seedsmen. The editors of newspapers and magazines have sensed the desire of their readers for more information and advice on this subject.

"If the demand for editorial information on gardening and horticulture continues at its present rate, national consumer magazines will soon be devoting as much space to this subject as they now give to travel literature," Frank McGehee, advertising director of Redbook Magazine, asserted last month. "The trend among national magazines toward more service features on gardening has been the direct result of the widespread movement of young people away from concentrated urban areas to the suburbs," he explained. "This large postwar generation has created a vast new market for garden equipment and a vast editorial market for garden information."

Unquestionably, the better informed the buyers, the more satisfactory will be their purchases of plants. The increase in such information is of real interest to nurserymen, and likewise should be the accuracy of it. Hence, their aid in providing practical advice and accurate facts should be of importance. More writers on horticultural subjects are needed who can give firsthand and pertinent data, instead of old lore rehearsed by persons of little gardening experience. Nurserymen handy with the pen can contribute to the trade's welfare while they contribute to the printed pages now opening to them.

DO SOMETHING ABOUT IT

Reporting to the American Association of Nurserymen convention at Detroit on the annual meeting of the United States Chamber of Commerce, Frank S. LaBar, A. A. N. past president and now its councilor in

The Mirror of the Trade

the national chamber, said he "came away thrilled and encouraged that there exists a strong voice crying loudly for business as an institution, and for the fundamental freedoms that many of us believe in."

"However, we must concede that we are in the minority and are not militant. Many of us raise the roof, and our blood pressures, over issues that confront us or come to pass. After that brief spasm we settle back and take it, having done absolutely nothing about it. Many of us do not even bother to vote, much less take time to write our elected legislators. Conversely, the majority who espouse the causes of the past 20 years do something about it and carry on with their theories."

Mr. LaBar said he believed it all boiled down to a fairly simple issue: "If you are happy with things as they are you should be content. On the contrary, if you are not in sympathy, then you should either do something about it or have the grace to keep quiet. The chamber of commerce is the most potent voice of business available to us and is dedicated to the service of business as an institution. If you are in business and have concern over national policies, now is the time to manifest it in a dynamic way. Support the chamber of commerce on the local, state and national level. Make known your belief in the principle that man is endowed with inalienable rights that are best protected by sticking hard and fast to a constitutional form of government that acknowledges man's supremacy over government. In 1939 Uncle Sam spent \$9,000,000,000, in 1947 it was \$40,000,000,000, and in 1952 the final figure is about \$81,000,000,000. On the basis of wars, and rumors of wars, we have created an artificial prosperity at back-breaking debt expense. The United States Chamber of Commerce, as well as this reporter, holds the opinion that there is a limit to all things and tries to do something about it. Do you?"

PRESIDENT of the Arizona Association of Nurserymen for 1952-53 is John Harlow, landscape architect from Tucson, who was elected at the organization's state convention held recently at Phoenix, Ariz.

Speakers were David S. Stump, Ontario, Calif., and Philip Chandler, Los Angeles, Calif.

Sheridan Salesyard Attracts The Trade

A merchandising problem has been solved by the Sheridan Nurseries, Ltd., Toronto, Ont., with the opening of the excellently designed salesyard pictured and diagrammed on this page. The problem had been to establish a permanent sales outlet which would possess the necessary elements to attract the retail trade.

Sheridan nurseries have some 500 acres devoted to the growing of ornamental plants, specializing in evergreens, trees, shrubs, roses and perennials. The various farms are scattered wherever suitable soil can be found in the rapidly growing district between Toronto and Hamilton, Ont.

The nursery employs no agents, so that retail sales have had to rely upon catalogs, newspaper advertising and local salesyards.



Office of the Sheridan Salesyard, with Paved Court in Foreground.

After many years of experience with sales stations on vacant lots with leases running only a few months, it was decided in 1950 to experiment with something of a more permanent nature at the north end of Toronto. In choosing a site ease of access, parking facilities, publicity and proximity to the best residential districts were primary considerations. After much search, a corner site 100x160 feet was chosen

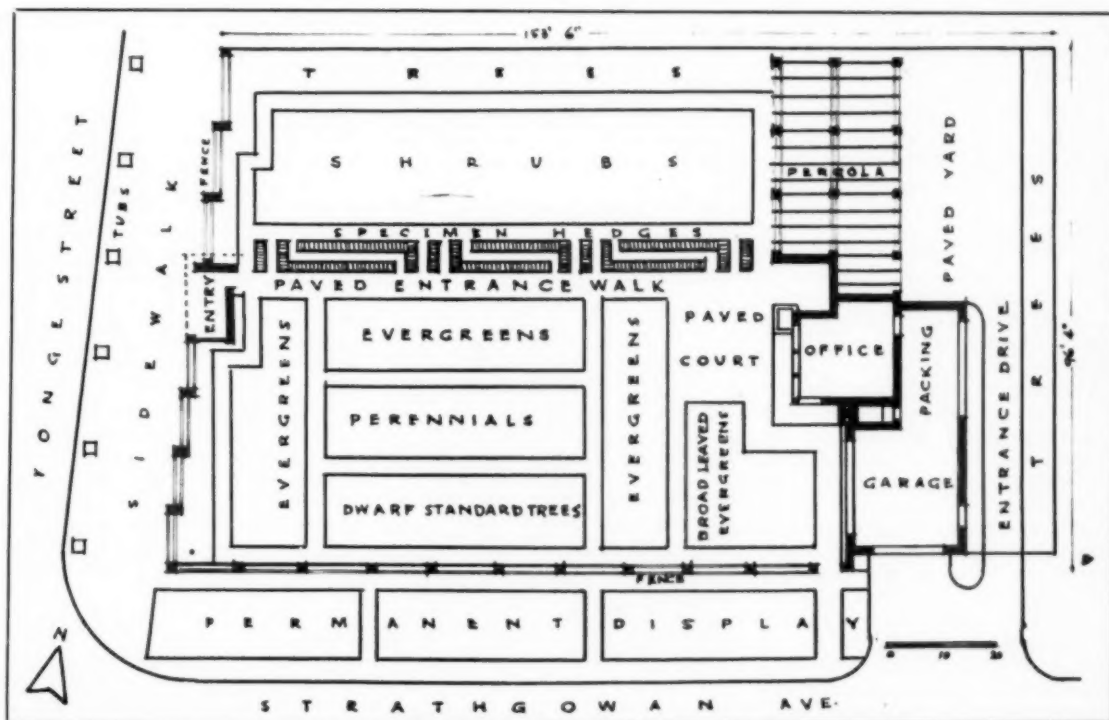
on Toronto's principal shopping street.

Planning was undertaken with the following objectives in view:

1. On so small an area of valuable land the layout must be as intensive as possible.

2. The greatest effort must be made to attract the public and provide the maximum of publicity.

[Continued on page 59]



Plan of the Sheridan Nurseries' Salesyard, Showing the Design of a Successful Retail Venture.

Indiana Summer Meeting

By Robert C. Simpson

A demonstration of some efficient nursery machinery was witnessed by approximately 100 Indiana nurserymen, assembled at Hobbs Nurseries, Bridgeport, Wednesday, July 30, for the 2-day meeting of the Indiana Association of Nurserymen. The Indianapolis Landscape Association was host, with James Maschmeyer as program chairman.

Most of the attending nurserymen spent the morning of the first day registering, renewing old acquaintances and engaging in that tireless activity, shoptalk. The association executive committee met the same morning. A balance on hand of \$2,583.79 was reported. One new regular member and three associate members were accepted. All members delinquent in dues are to be sent a return address card on which to indicate whether or not they wish to be dropped from the rolls. Bob Hoffman, Wabash, volunteered to prepare a state map showing the location of all member nurseries, with a key to indicate the type of nursery or the stock being raised. This map is to be reproduced in the monthly Indiana Nursery News. There has been a need for such a map so any member traveling about the state may know the other nurserymen on or near his intended route.

Machinery Demonstrated

In the afternoon a demonstration of mechanical balling by the Jiffy balling machine attracted much attention and interest. The extremely hard ground was a good test of the penetrating ability of the cutter. The York RE rake was also demonstrated. A Victor Friday self-propelled nursery sprayer was in operation in a field of 2-year-old fruit trees. The speed of this high-clearance 4-row sprayer impressed the onlookers.

On exhibit but not in operation was an imported mechanical plant setter owned by the Hobbs nursery. It is designed to set plants as close together as eight inches as rapidly as four operators can feed the plants into the conveyer clips.

The afternoon was concluded by a trip to the Holcom Botanical Garden, of Butler University. This beautiful formal garden is flanked on one side by a timbered hillside and on the other by an old barge canal and more woods. The garden, with its beds of blooming annuals and perennials, is divided by a long aisle of

flowering crab apples. The collection of lilacs is said to be extensive.

After a dinner in the new Butler Union building, Troy Bunch, Terre Haute, reported the high points of the A. A. N. convention. I. J. Mathews told of the success of the state association legislative committee in securing state recognition of growing nursery stock as an agricultural crop for tax assessment purposes. Prior to this, Indiana nurserymen were assessed on many different bases, depending on the policy of the individual assessor and his understanding of the nursery business, or lack thereof.

Work on Lien Law Change

The legislative committee is now working on a change in the state lien law to have it include landscape work. The most important objective is the prevention of unfavorable consideration from the state because of the actions of certain sharpsters purporting to be legitimate landscapers. Mr. Mathews stressed the value of personal acquaintance with local and state political representatives and the need for cultivating a speaking acquaintance with those not

already known. When the original lien laws were drafted, landscape gardening was not recognized as a business profession. What is needed is treatment comparable to that given other trades.

Musical entertainment concluded the evening program.

Thursday morning, the nurserymen reassembled at the Hobbs nursery for a brief meeting and then were conducted about the nursery in small groups. A good rain was badly needed, but there was little evidence of injury as yet. Irrigation was not feasible. There was the usual complaint—not enough larger taxus. Two new shade houses, 30x130 feet, one in use and one under construction, drew considerable interest. Cost of each was estimated at \$1,100, including labor and materials.

Small groups were then assembled for tours of many of the 18 Indianapolis nurseries.

Visit Hillsdale Nurseries

After a noon luncheon at Butler and an A. A. N. chapter meeting, most of the visitors and their families drove to the Hillsdale Nurseries for more visiting, shoptalk and a swim in the beautiful private pool of Alex Tuschinsky. Each year, Mr. Tuschinsky puts on a rose festival

[Continued on page 60]

White Spruce Pride of Wisconsin Nursery

Shown in the picture below is Mrs. Gertrude Gulczynski, who with her husband Anton, owns and operates



pride and joy of the nursery. The tree is 20 years old, measures 15 feet in diameter at the base and is 18 feet in height. Mrs. Gulczynski has raised it from a seedling.

The tree is so thick that Mrs. Gulczynski is able to prune it by merely placing the ladder against it; the tree holds Mrs. Gulczynski and the ladder without any further support. It takes two and one-half hours to prune the tree, and Mrs. Gulczynski performs the operation each year in the latter part of June.

Although the tree pictured here is an outstanding specimen, it is but one of many trees and shrubs surrounding the Gulczynski home and nursery. Mrs. Gulczynski reports that she has received many favorable comments about the plants on the nursery grounds and that the white spruce has been admired by people from coast to coast.

"It has always been my pride and joy to have beautiful trees and shrubbery surrounding our home," said Mrs. Gulczynski with understandable enthusiasm.

the Gulczynski Nursery, Thorp, Wis. The beautiful white spruce which Mrs. Gulczynski is pruning is the

Nurserymen Must Make a Profit, Too!

Do Your Prices Reflect Your Costs?

By J. Audry Armstrong

Prices of nursery products are an important factor in the nursery business, as they are in any buying and selling operation. I know that we all consider them to be important, but sometimes I doubt if we give them the thought and study that their importance justifies. I am no economist, and what I have to say about prices and the factors that affect prices will probably sound elemental. However, I think that many of us overlook the elemental facts about prices in general.

Let's start out by discussing how we set prices on the things we sell. A retailer in the nursery business, and most of us are retailers, buys the bulk of his plant material from a grower. He uses a certain markup to set his retail prices. The traditional markup in the nursery business is 100 per cent. In other words, you double your money. You buy a plant for \$1, you sell it for \$2. I know that some retailers no longer use that markup, but I think a great many of us still do. I seriously doubt whether any of us can make much if any profit on that kind of markup in these days and times. I know my own firm could not make a profit on that basis. Some firms can operate on a lower markup than others.

Hazardous Business

The nursery business is a hazardous one in many ways. We are dealing in living material, which often deteriorates rapidly in our nursery salesyards. It is true, nature helps us to build value in our products, but still they have to be turned over fairly rapidly and there are many troubles that beset the living plants that we handle, between the time that we grow them or buy them and the time that we deliver them to our customers. At a rough guess, I would say that at least one out of every 10 plants that each of us purchases is lost for one reason or another and we never do sell it or realize any return from it. This loss can be much greater, and often is. Actually because of these hazards we should be entitled to a higher percentage of profit than many other types of businesses.

Let's look for a moment at what happens to the dollar that you take

in from the sale of one plant in a gallon can which you sell to your customer for \$1. You have paid 50 cents for it, so half of your dollar has gone to purchase the plant. Possibly 30 per cent of the dollar has to go to meet your payroll, the wages



J. Audry Armstrong

of your employees, including the salary that you pay yourself. I think you realize that wages are not high in the nursery industry. They have increased in recent years and will increase still further. Then you pay out 15 per cent for materials that you use in operating your business—water, fertilizer, paper, twine, labels, repairs on your equipment and all of the other many expenses which go into operating your business.

Additional Payroll Expenses

There are certain additions to payroll expenses which are gradually coming into the picture, such as group insurance benefits. Possible retirement benefits for your employees are becoming almost indispensable if you have a business of any size, as is evidenced by the fact that Pressley Jones has had little trouble in selling the California association group insurance plan to many association members. I see that the American association is now ready to put its group insurance plan into operation, and, after glancing through it, I believe it to be a good one also. Some of us have had our

individual private plans for a long time. All of these things cost money and must come out of this portion of the dollar that we take in.

Then a larger and larger percentage of what is left of the dollar has to be paid out in the form of taxes. Taxes to the federal government in the form of income taxes (no small item now), taxes to county and city on the property that you own. Few of you will find that this part of your dollar is becoming any smaller. It is becoming larger each year.

If you are lucky, there is still left a thin slice of the dollar which you took in when you sold that Myrtus communis. That is what represents your profits. I was going to say that is what you keep as profits, but you cannot keep all that, because out of that little thin slice of profit you have to spend money to replace all of the equipment, which is a capital asset in your business, as it wears out. There is no place to get this money except out of your profits. If you expand in any way with the purchase of additional land, or the erection of additional buildings, that money has to come out of your profits, unless you get it from a rich uncle who has just passed away and there are mighty few rich uncles any more. Our rich uncle at Washington seems to be the only one who has plenty of money to give away.

Should You Work for Someone Else?

I would also like to point out another couple of points in connection with this little slice of profit which we hope exists out of the dollar after you have taken care of these other things. Some of you who are running unincorporated businesses may pay salaries to yourselves and if you do pay a reasonable salary for your own services in your business to yourself, there is no profit money left. If this is the case, then you are working just for wages and you would probably be better off working for somebody else. Then you would not have to take the responsibility of operating the business yourself with all the risks involved. I say this in the technical sense, because I know many people prefer to run their own businesses in their own way and not work

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Tree Maintenance

By Noel Wysong

TREATING TREE WOUNDS

By time-honored custom, when the trunk of a tree has been struck by an automobile or otherwise mechanically injured to the extent that a section of the bark is stripped off, the loosened bark is trimmed away and the exposed wood surface painted with some type of wound dressing. When the wound is not discovered or treated until the wood surface has completely dried, this is the most effective treatment known. But in many instances this treatment is given wounds made only a few hours previously and which are still moist. In such cases it could well be that this method of treatment is not the best that could be given.

During the 18th National Shade Tree Conference, held in August, 1942, at Chicago, Ill., Carl Fenner, assistant city forester of Lansing, Mich., discussed the value of simply applying shade to bark-deep wounds, and used a series of color slides to illustrate his remarks. The shade method of treatment was rather a new idea, but the pictures used proved that, under certain circumstances at least, it could be successful. Mr. Fenner reported success with this method of treatment on elms, maples and hackberry.

In the 10 years that have passed since Mr. Fenner presented his paper on the shade method of treatment, wound healing as a direct result of natural shade has been observed in two instances on different species. In the first case the wound was on an ash; in the second, on a linden, or basswood. Both of these trees were young and in vigorous health; the ash was about six inches in trunk diameter; the linden, about four inches in diameter at breast height. Both trees stood at the edge of a trail where there was ample air circulation, and in each case the wound was on the north side of the trunk. Neighboring trees provided dense shade. At the time these trees were observed, new bark had formed evenly and uniformly over the wound; it was still soft and could be easily scratched with the thumbnail. The surface was light tan in color, while the cells underneath were the typical green normally found below the bark of young twigs.

In late July, 1951, an elm some 12 inches in diameter was used by a

construction company to anchor a set of tackle blocks and, as so often happens when trees are used for such purposes, the cable slipped and tore away two large sections of the bark. One wound was on the north side of the trunk; the other and larger wound, which was eight inches across and nearly two feet in length, was on the south side. The wounds were discovered within a few hours, and, after the loose bark was trimmed away and the wounds were shaped,



A trunk wound on an elm that has healed through application of shade.

a burlap shader was built around the trunk. It was placed so there was about four inches of air space between the burlap and the trunk, and the top and bottom were left open so that air could circulate freely. The burlap was kept moistened for a period of about two weeks.

Little change was noted in the surface of the wounds for about three weeks, and, meantime, earth from a nearby excavation was piled around the north side of the trunk so that the lower edge of the burlap shader on that side was buried.

Then it was discovered that the surface of the larger wound was becoming covered with a grayish, moist growth. Gradually this changed to tan in color and became firm. By April, 1952, some nine months after the wound occurred, new bark similar to that found on the ash and linden wounds had formed over most of the surface. A few spots still remained uncovered; presumably, in these small areas the cambium was destroyed when the

wound was made. To date, new bark has not formed over the wound on the north side of the trunk; it is healing in the normal manner of callusing from the sides of the wound and less than one-fourth of the wounded area has been covered. Both wounds were treated exactly alike, except that the lower edge of the burlap on the north side was buried, and air circulation thus impeded.

Ordinarily, a trunk wound heals through the development of callus at the edges, a heavy roll forming along the two sides of the wound parallel with the vertical axis of the trunk, less at the top and bottom. In due course of time, provided wood-rotting fungi do not attack, the rolls of callus growing from the sides of the wound meet and unite, thus healing the wound. But, varying with the size of the wound, this process may require several years.

In wounds that heal as a direct result of shading—and apparently only those in which the cambium has not been destroyed will do this—new bark is formed directly and more or less uniformly over the exposed surface of the wood. Seemingly, the cambium has the ability quickly to develop a protective outer coat of cells that become bark provided it is not allowed to dry out after having been exposed. A small amount of callus may form along the edges of the wound, but not the usual heavy roll. The chief advantage in the shade method of treating wounds lies in the fact that, when successful, the time required for healing is greatly shortened. And this, of course, means less chance for fungi to gain entrance to the inner wood of the trunk.

SEEDBED WEED CONTROL

A brief but informative report on the use of allyl alcohol in controlling weeds in nursery seedbeds is contained in the June, 1952, issue of *Journal of Forestry*. Basing their reports on tests conducted over the 4-year period 1948 through 1951, the authors, T. E. Maki and R. M. Allen, of the southern forest experiment station, United States forest service, New Orleans, La., state that the material shows promise in prevention of early season weed growth. They warn, however, that allyl alcohol is moderately inflammable and volatile and that the vapor is extremely irritating to the eyes, nose and throat. They point out that anyone working with it should wear rubber gloves, boots, a rubber apron and a gas mask which has goggles

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Possibilities in Perennials

By Henry J. Schnitzius

We started in the perennial business about 10 years ago because it seemed the best thing at that time. At first we planted about anything we could get. After 10 years this amounted to quite an inventory. We had *Yucca filamentosa* because a lady came by and wanted some. In fact, I have 45 9-year-old plants that I should like to sell. We have about 2,000 good iris, many *hemerocallis* and the like. We learned you can easily get a whole nursery full of slow-moving perennials. A small nursery that builds up its stock on the basis of requests for a little of this and a little of that can finally end up with an inventory considerably greater than was originally anticipated.

Care in Advertising

Lean times came to us in the summer, when we could not move many items. We decided to advertise *hemerocallis*. Some of them were blooming and could be moved with little extra care or special attention. We advertised that the New Augusta Nursery had *hemerocallis* varieties which would bloom all through the season. Almost immediately I received a call from a lady who wanted some of those *hemerocallis* that bloomed all the time. We had about 25 or 30 varieties, and by careful selection of a dozen different varieties, we could have made up an assortment that would have provided blooms all summer. Our advertising, however, had given the impression that we had varieties any one of which would bloom all season. The lady was much provoked because she felt we were advertising falsely just to get business. We quickly learned the need for careful wording of advertisements.

We do not pretend to be experts and so can offer nothing new about growing perennials or how to pack or store them. We purchase our plants from many sources, often using their handbooks and catalogs to promote our own business. With our wide assortment of perennials, we have found that there are certain ones which do not ship well. The trash that we have received and have thrown away in the past 10 years is proof enough. Now we seldom buy

perennials from any great distance except in special cases, because most plants are damaged to a greater or less degree. Some kinds do ship well, but when you develop an extensive business you soon get into serious trouble. In our advertising we emphasize that freshly dug plants from the local nursery are the cheapest and best buy.

We selected our particular line because no one else in the locality was growing perennials. During the war,



The author in his perennial field. Shown is the growth of the fall crop of oats, used as a cover crop to prevent erosion in the winter.

lack of personnel and the fact that there were no priorities for perennials, coupled with the fact that customers could not get out to our nursery, practically dried up our business. We are not large growers, having only four or five acres and 400 or 500 varieties. These we try to keep in sufficient quantities to meet retail needs and what little wholesale demand we have. The original owner was not interested in these small sales because of the high cost of each individual sale, but I was. When you start out with only a few perennials to sell, all you are looking for, brother, is some customer to come in and bother you. You can stand a lot of bother when you are starting from scratch.

We have a few outlets at Indianapolis to which we deliver a small truckload every day during the planting season. It is surprising how this continuous dribble of small orders day after day mounts into retail and wholesale volume.

A logical side line which developed

along with our perennial business comprised the more-or-less hard-to-grow or scarce woody plants. These especially include some of the broad-leaved evergreens. Large nurseries are not particularly interested in them because of the trouble and labor involved. In the beginning we played around with many kinds, doing some business and running into a lot of trouble with some items. In general, we are trying to get people to think of us whenever they want some item that cannot be found elsewhere. We often have the item.

We are constantly eliminating the poorer varieties and types. There are many new things coming onto the market every year which are cataloged and described too enticingly and unreservedly by the mail-order people. We do not make any recommendations until we have grown a plant a year or two for observation and testing. Until then we tell our customers what the originator said or what the catalog claims, and that we do not know anything more about it. With novelties this may sound like poor salesmanship, but I do not believe it is. If you do not know a thing is going to be a good plant for your customer, you have no business in selling it to him. We have learned that even in a limited locality not every perennial will grow in every garden. Occasionally we find some garden where normally reliable plants just will not succeed. In time we learned not to worry about such things. We tell people not to worry if a certain kind of plant does not succeed, but to use those that grow well.

Perennials as Landscape Plants

The possibilities of perennials as landscape plants are a field that has opened up rather recently. The older border plants, such as peonies, iris, poppies and the like, will always have their value. They are spectacular, hardy and good as cut flowers and will always have many uses. This new so-called modern architecture (which will be modern only until someone gets a new idea and it becomes modern) or the Cape Cod type architecture may make extensive use of gladioli. Houses of these types have opened up quite a field for the use of flowering plants, both annual and perennial.

Perennials that are compact enough and neat enough to face

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Summary of talk by Henry J. Schnitzius, New Augusta Nursery, New Augusta, Ind., delivered at the Indiana nursery conference, Purdue University.

Plant Notes Here and There

By C. W. Wood

An eastern correspondent, new to plant growing, wants to know how to handle *Dianthus Sweet Wivelsfield*. He says that he has tried twice, treating it like sweet william, which, he says, "I understand is one of its parents."

As I recall the rather dim details now, the cross between *Dianthus allwoodi* and *D. barbatus* (sweet william) was made about 1922. During the two centuries preceding that date, many crosses had been made between carnations and sweet williams, much to the betterment of gardens, but the resulting hybrids, however good they were in themselves, were always sterile, producing no seeds, and usually (always in my experience) were difficult to propagate. On the other hand, *Sweet Wivelsfield* not only produced seeds quite freely, but the seeds were viable and the resulting plants have enough stamina to want to live.

The correspondent's statement that he treated *Sweet Wivelsfield* like sweet williams contains the reason for his failure to flower it successfully. If he will treat it as a hardy annual, I am sure he will find it highly useful.

Because our trade was mostly confined to gardeners who reached their summer homes in late June, we handled *Sweet Wivelsfield* as we did snapdragons for bedding out, sowing the seeds in March, bedding out in late May or early June, if on contract, or for late June and early July sales to individual gardeners. Handled in that way, the plants commence to bloom in early July and continue until frost if they are not allowed to mature seeds. If earlier flowering is desired, seeds may be started into growth in early autumn and the plants carried over winter in a frame.

Alchemilla

I had a letter this week from an old, old friend—keen plantsman, good gardener and lover of old garden literature—which I would like to quote in part, because it refers to a group of plants that should enter into our garden plans.

"It is odd," he wrote, "that my liking for the lady's-mantles was kindled by a sentence or two in Bowles' 'My Garden in Summer' wherein he wrote that 'raindrops add a wonderful beauty, for instance, to a fine lady's-mantle (*Alchemilla*

grandiflora) . . . They (its leaves) are four inches across when vigorous, of a tender shade of grayish-green, and covered with fine, silky hairs which help their cuplike shape to hold raindrops which glitter like drops of quick silver,' and the same experience never came to me until this morning after a brief shower."

You do not have to wait for a shower, however, to show you the beauty of some lady's-mantle foliage. If you have clients who like lovely leaves, let the *alchemillas* find a place in your trials.

Iris Ochroleuca

While looking up the reference to Bowles' "My Garden in Summer" quoted in the preceding note, I came upon one on *Iris ochroleuca* in the same volume that I have been looking for, for a year. I quote it in part below for the benefit of southern iris growers who asked last year for some historical notes on this iris.

"Whenever I see *I. ochroleuca*, I feel grateful to Mr. Dykes for having made it legitimate for us once again to call this stately member of the spuria group by its Linnæan and most descriptive name, for it is the yellow and white iris par excellence. It varies somewhat, but in a good form with wide falls not too much tucked under, the rich golden blotch contrasts magnificently with the pure white of the rest of the flower. A form has been selected and named *gigantea* and is the tallest of all irises, and when treated as it deserves, which means getting good rich soil in an open position and plenty of moisture and sunshine in the growing season, it should reach six feet in height, and as a stem will bear buds in three or even four tiers with two or three in each tier, the effect of a well-flowered stem is fine indeed. *I. ochroleuca* is one of those well-known old garden favorites whose origin and history are somewhat mysterious. Miller evidently knew the plant and gives a figure but with the extraordinary addition of a beard, a silly scrubby little beard it must be owned, growing across the fall more like a moustache; in the great dictionary he describes it as bearded three times over, and for this reason Mr. Dykes sets us free from using Miller's name of *orientalis*, for nowadays, there is no trace of a beard to be found on it. Miller also says Dr. Pocke, a bishop of Ossory, brought

its seeds to the Chelsea Garden from Carniola, but Scopoli, who wrote the flora of that country, knew no such plant, and now it is found in Asia Minor and on the coast of Palestine. Then, it is recorded that Sir Michael Foster sowed seeds of *ochroleuca* which he believed were not in any way cross-fertilized, and when they flowered there was not one true *ochroleuca* among them, but they were slate-colored or pale blue forms of *I. spuria*! Even if we must rank it as a subspecies of *spuria* it is a grand garden plant, and grouped with its near relatives, as I have it here at the bank of two of the iris beds, it makes a fine picture in late June and early July."

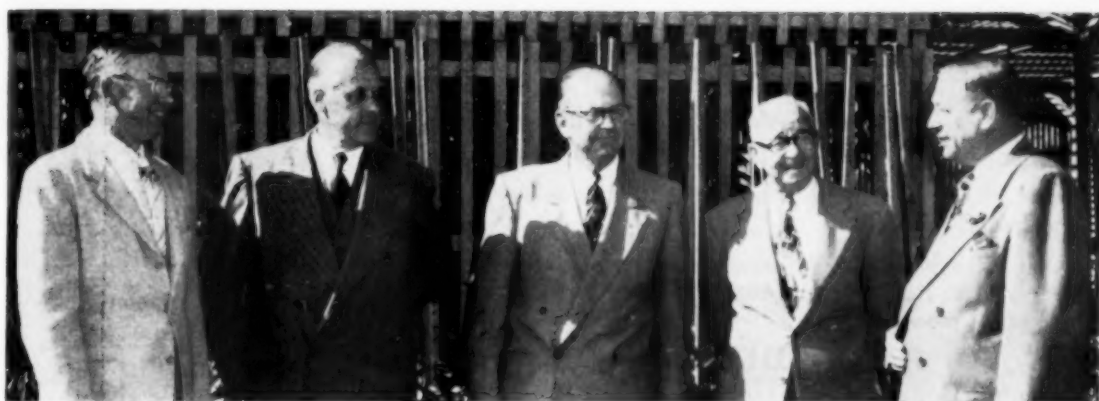
Asclepias Cordifolia

I went back recently to a garden that I planted about 15 years ago and was astonished by the number of plants which still persisted despite the change in ownership and utter neglect during the past six years. Among the interesting items (interesting to me, at least), were a plant or two of *Asclepias cordifolia*. I may get around later to talking about some other persistent things in this garden, but right now I would like to say a few words about the plant that heads this note.

The milkweeds are not, as a general rule, exciting as garden ornaments. There are reasons, therefore, why the plants are seldom seen in gardens. But like most other plant families, there are exceptions to the rule. The butterfly weed, *Asclepias tuberosa*, is a case in point. And the Pacific coast species, *A. cordifolia*, is another, though the latter is not sufficiently known to have made an impression on gardeners. As plants or seeds or both are usually available from California dealers, it is being mentioned here with the hope that eastern neighborhood nurserymen may give it a trial.

In the *A. cordifolia* they will find, among other things, a plant of some charm when foliage alone is considered. There we find large, clasping leaves of gray-green with rosy veins, on stems 15 to 18 inches in height. The reddish stems (usually pronounced on the sunny side) add their bit to the colorful picture, and then when they hang out wine-colored flowers with white to pinkish-white hoods, a pleasing plant is the result.

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Board of trustees of the Saratoga Horticultural Foundation. Left to right, Maunsell Van Rensselaer, cofounder and director; Fred J. Oehler, treasurer; Samuel C. Sommer, first vice-president; Harry Ellsworth Smith, second vice-president, and Ray D. Hartman, founder and president. The foundation replaces the Saratoga Experimental Gardens, established a year and a half ago.

Establish California Research Station

A nurseryman's lifelong vision of a self-perpetuating experiment station dedicated to the selection of better shade trees and ornamental shrubs for the Pacific coast area has been fulfilled with the announcement by Ray D. Hartman, owner of Leonard Coates Nurseries, San Jose, Calif., of the establishment of the Saratoga Horticultural Foundation, at Saratoga, Calif.

The new organization replaces the Saratoga Experimental Gardens, which Mr. Hartman established a year and a half ago, and under the regulations of the foundation becomes a self-sustaining, nonprofit experiment station. As such, it already has been assured the extensive support of arborists and horticulturists of the world.

The announcement added that Mr. Hartman will continue as president of the foundation. Serving on the board of trustees are first vice-president, Samuel C. Sommer, president of Wire Specialties Co. of California; second vice-president, Harry Ellsworth Smith, Smith, Wool & Perren, attorneys, and treasurer, Fred J. Oehler, vice-president and manager of the San Jose branch, American Trust Co. Maunsell Van Rensselaer is secretary and director of the foundation. He was formerly director of the Santa Barbara Botanic Garden.

Establishment of the foundation was made by means of a deed of property and equipment by Mr. and Mrs. Hartman, and, under the new organization, the foundation becomes

the only institution of its kind devoted entirely to research into shade trees and shrubs and into development of better types of native California shrubs. As was pointed out by the Hartmans in making the gift, the foundation "in a sense now belongs to the people of the Pacific coast."

The work of the organization is already well-known in horticultural circles, although it has been operating only since January, 1951. Studies in selection and propagation of shade trees and in native California shrubs have been extensive and have resulted in the selection of several improved varieties, which soon will be introduced through commercial nurserymen.

It was Mr. Hartman's interest in

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General view of the propagating unit of the Saratoga Horticultural Foundation, in the Santa Clara valley, California, with Santa Cruz mountains as a backdrop. Central building is used for seed storage, seed treatment and sowing; it is also used for preparation of cuttings and for cutting and sowing media. On the right are the soil sterilizer and bins for compost storage. At the rear are propagating frames, seedbeds and lath houses. Development of better plants for the Pacific coast will be sought here.

FOREST NURSERY CO., Inc.

McMINNVILLE, TENNESSEE

John T. Boyd, Vice-president

J. R. Boyd, President

H. B. Stubblefield, Supt.

We offer the following stock for Fall, 1952, delivery subject to stock being unsold upon receipt of your order.

We have been through an extreme drought this Summer and are, therefore, offering at this time only those items we have already up to grade and in good supply. If you do not find your needs listed herein, please send us a list and we will gladly quote.

HARDY DECIDUOUS FLOWERING SHRUBS

ACANTHOPANAX PENTAPHYLLUM.

Five-leaved Aralia.

	Per 10	Per 100	Per 1000
18 to 24 ins., Well Br.	\$2.00	\$15.00	----
2 to 3 ft., Tr., Well Br.	3.00	25.00	----
3 to 4 ft., Well Br.	3.50	30.00	----

ALMOND, PRUNUS GLANDULOSA.

Double, Pink-flowering Almond (Own-root).

	Per 10	Per 100	Per 1000
12 to 18 ins., 2-yr., L. O.	2.50	15.00	\$125.00
12 to 18 ins., Tr., Well Br.	3.50	25.00	200.00
18 to 24 ins., Tr., Well Br.	4.00	27.50	250.00
2 to 3 ft., Tr., Well Br.	5.00	40.00	----
3 to 4 ft., Tr., Well Br.	6.00	50.00	----

ALTHAEA. HIBISCUS SYRIACUS.

Shrub Althaea.

Rosea, Single Flowers, Mixed Colors.

	Per 10	Per 100	Per 1000
4 to 6 ins., S.	----	.50	4.00
6 to 12 ins., S.	----	.80	7.00
12 to 18 ins., S.	----	1.25	10.00
18 to 24 ins., S.	.25	1.50	12.00
2 to 3 ft., S.	.35	2.00	15.00

AMORPHA FRUTICOSA. False Indigo.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	----	4.50	40.00
12 to 18 ins., S.	----	5.00	45.00
18 to 24 ins., S.	----	5.50	50.00
2 to 3 ft., S.	----	6.50	60.00

BENZONIA AESTIVALE. Spicebush.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	----	4.00	35.00
12 to 18 ins., S.	----	5.00	45.00
18 to 24 ins., S.	.90	6.00	55.00
2 to 3 ft., S.	1.00	7.00	----
18 to 24 ins., Tr., Well Br.	2.50	17.50	----
2 to 3 ft., Tr., Well Br.	3.50	25.00	----

BERBERIS THUNBERGI.

Green-leaved Barberry.

	Per 10	Per 100	Per 1000
6 to 12 ins., 2-yr. S.	----	3.50	30.00
12 to 15 ins., 2-yr. S.	----	5.50	50.00
15 to 18 ins., 2-yr. S.	----	6.50	60.00
12 to 15 ins., Tr., Br.	2.00	15.00	125.00
15 to 18 ins., Tr., Br.	2.50	20.00	175.00
18 to 24 ins., Tr., Br.	3.00	25.00	225.00

CALYCANTHUS FLORIDUS.

Sweet Shrub.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	----	3.50	30.00
12 to 18 ins., S.	----	4.50	40.00
18 to 24 ins., S.	----	5.50	50.00
2 to 3 ft., S.	----	7.50	70.00

CORNUS AMOMUM. Silky Dogwood.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	----	2.50	20.00
12 to 18 ins., S.	.50	3.00	25.00
18 to 24 ins., S.	.80	5.00	40.00
2 to 3 ft., S.	1.00	6.00	50.00

CORNUS STOLONIFERA.

Red Osier Dogwood.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	----	1.25	10.00
12 to 18 ins., S.	----	2.00	15.00
18 to 24 ins., S.	----	2.50	20.00
2 to 3 ft., S.	----	3.50	30.00
6 to 12 ins., 1-yr. C.	----	2.50	20.00
12 to 18 ins., 1-yr. C.	----	3.00	25.00
12 to 18 ins., 2-yr. Tr.	1.25	10.00	----
18 to 24 ins., 2-yr. Tr.	1.50	12.50	----
2 to 3 ft., 2-yr. Tr.	2.00	15.00	----

CYDONIA JAPONICA. Japanese Quince.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	----	3.50	30.00
12 to 18 ins., S.	----	4.50	40.00

CYDONIA JAPONICA RUBRA.

Japanese Quince.

True upright red, Nonfruiting.

	Per 10	Per 100	Per 1000
4 to 6 ins., C., L. O.	----	\$ 7.50	\$ 70.00
6 to 12 ins., C., L. O.	\$1.25	8.50	80.00
12 to 18 ins., C., L. O.	2.00	15.00	125.00
12 to 18 ins., 2-yr., Well Br.	3.00	25.00	225.00
18 to 24 ins., 2-yr., Well Br.	5.00	40.00	350.00
2 to 3 ft., 3-yr., Well Br.	6.00	50.00	----
3 to 4 ft., 3-yr., Well Br.	7.00	60.00	----

CYTISUS SCOPARIUS. Scotch Broom.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	1.00	6.50	----
12 to 18 ins., S.	1.50	10.00	----

DEUTZIA SCABRA.

Varieties:

Candida, Double White.

Crenata, Double Pink.

Pride of Rochester, Double Red.

	Per 10	Per 100	Per 1000
6 to 12 ins., 1-yr. C.	----	3.00	25.00
12 to 18 ins., C.	----	3.50	30.00
18 to 24 ins., C.	----	4.00	35.00
12 to 18 ins., Well Br.	1.00	6.00	----
18 to 24 ins., Well Br.	2.00	12.50	----
2 to 3 ft., Well Br.	2.50	15.00	----

FORSYTHIA FORTUNEI.

Fortune Forsythia.

FORSYTHIA INTERMEDIA.

Border Forsythia.

	Per 10	Per 100	Per 1000
6 to 12 ins., C.	----	3.00	25.00
12 to 18 ins., C.	----	3.50	30.00
18 to 24 ins., C.	----	4.00	35.00
2 to 3 ft., C.	----	5.00	45.00
12 to 18 ins., 2-yr., Well Br.	1.00	7.00	----
18 to 24 ins., 2-yr., Well Br.	1.50	12.50	----
2 to 3 ft., 2-yr., Well Br.	2.00	15.00	----

FORSYTHIA SPECTABILIS.

Showy Border Forsythia.

	Per 10	Per 100	Per 1000
6 to 12 ins., 1-yr. C.	----	3.50	30.00
12 to 18 ins., 1-yr. C.	----	4.00	35.00
18 to 24 ins., 1-yr. C.	----	4.50	40.00
12 to 18 ins., 2-yr., Well Br.	1.25	8.00	----
18 to 24 ins., 2-yr., Well Br.	2.50	12.00	----
2 to 3 ft., 2-yr., Well Br.	3.00	17.50	----

HANSEN'S BUSH CHERRY.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	----	4.00	30.00
12 to 18 ins., S.	----	6.00	50.00
12 to 18 ins., Tr., Br.	1.50	10.00	----
18 to 24 ins., Tr., Br.	1.75	12.50	----
2 to 3 ft., Tr., Br.	2.00	15.00	----

HIBISCUS MALLOW MARVEL.

	Per 10	Per 100	Per 1000
No. 1, S.	.50	4.00	35.00
No. 2, S.	.40	3.50	30.00
No. 3, S.	.30	2.50	20.00

HYDRANGEA PANICULATA GRANDIFLORA.

Peegee Hydrangea.

	Per 10	Per 100	Per 1000
4 to 6 ins., 1-yr. C.	.70	6.00	55.00
6 to 12 ins., 1-yr. C.	.80	7.00	65.00
12 to 18 ins., 1-yr. C.	1.25	10.00	90.00
12 to 18 ins., 2-yr., Well Br.	2.00	15.00	----
18 to 24 ins., 2-yr., Well Br.	3.00	25.00	----
2 to 3 ft., 2-yr., Well Br.	4.00	35.00	----

LIGUSTRUM AMURENSE.

Amur River North Privet.

	Per 10	Per 100	Per 1000
L. O. Field-grown, 1 and 2 Canes	----	3.00	25.00
6 to 12 ins., 2 Br. up	----	3.50	30.00

LIGUSTRUM IBOLIM. Ibolium Privet.

	Per 10	Per 100	Per 1000
L. O. Field-grown, 1 and 2 Br.	.50	3.00	25.00
6 to 12 ins., 2 Br. up	.60	3.50	30.00

WHOLESALE PRICE LIST—FOREST NURSERY CO.

HARDY DECIDUOUS FLOWERING SHRUBS—Continued

LIGUSTRUM OBTUSIFOLIUM.

Ibota Privet.	Per 10	Per 100	Per 1000
6 to 12 ins., S.		\$2.00	\$15.00
12 to 18 ins., S.		2.50	20.00
18 to 24 ins., S.		3.50	30.00

LIGUSTRUM OVALIFOLIUM.

California Privet.			
L. O., Field-grown.		2.00	17.50
6 to 12 ins., 2 Br. up.		2.50	20.00
12 to 18 ins., 2-yr., 2 Br.	\$0.70	3.50	30.00
12 to 18 ins., 2-yr., 3 Br. up.	.80	4.00	35.00

LIGUSTRUM SINENSE.

Amur River South Privet.			
4 to 6 ins., S.		.60	4.00
6 to 12 ins., S.		.80	5.00
12 to 18 ins., S.		.90	6.00
18 to 24 ins., S.		.40	1.25
2 to 3 ft., S.		.50	2.50
12 to 18 ins., 2-yr., Well Br., S.		.50	2.50
18 to 24 ins., 2-yr., Well Br., S.		.70	4.00
2 to 3 ft., 2-yr., Well Br., S.	1.00	5.00	45.00

LONICERA MORROWI.

Morrow's Honeysuckle.

LONICERA TATARICA.

Tatarian Honeysuckle.			
4 to 6 ins., C., L. O.		3.50	30.00
6 to 12 ins., C., L. O.		4.00	35.00
12 to 18 ins., C., L. O.	.90	5.00	45.00
18 to 24 ins., C., L. O.	1.00	6.00	55.00

MAGNOLIA LILIFLORA NIGRA.

MAGNOLIA SOULANGEANA.

	Each	Per 10
18 to 24 ins., B&B	\$2.00	\$17.50
2 to 3 ft., B&B	2.50	22.50
3 to 4 ft., B&B	3.75	35.00

PHILADELPHUS CORONARIUS.

Sweet Mock Orange.

	Per 10	Per 100	Per 1000
L. O., Field-grown, 1 and 2 Br.		\$2.00	\$25.00
6 to 12 ins., 2 Br. up.		3.00	35.00

RHUS CANADENSIS (Aromatica).

Fragrant Sumac.

4 to 6 ins., S.		4.50	35.00
6 to 12 ins., S.		6.00	50.00

RHUS COPALLINA. Shining Sumac.

RHUS GLABRA. Smooth Sumac.

RHUS TYPHINA. Staghorn Sumac.			
6 to 12 ins., S.	\$0.25	1.25	10.00
12 to 18 ins., S.	.35	1.50	12.00
18 to 24 ins., S.	.50	2.00	15.00
2 to 3 ft., S.	.60	2.50	20.00

ROBINIA HISPIDA. Rose Acacia.

6 to 12 ins., L. O., Div.		3.00	25.00
12 to 18 ins., L. O., Div.		3.50	30.00
18 to 24 ins., L. O., Div.		4.50	35.00

ROSA MULTIFLORA JAPONICA.

Hardy Thorny Rose Multiflora.

This is the true, thorny-type Multiflora Rose, the seeds of which were collected for hardness and adaptability for living fences.

8 to 12 ins., S.		1.75	12.50
12 to 18 ins., S.		2.25	17.50
18 to 24 ins., S.		2.75	20.00

SPIRAEA CALLOSA ROSEA.

Pink Fortune Spiraea.

6 to 12 ins., S.	.50	3.00	25.00
12 to 18 ins., S.	.60	3.50	30.00
18 to 24 ins., S.	.75	4.00	35.00

SPIRAEA PRUNIFOLIA. Bridal Wreath.

	Per 10	Per 100	Per 1000
12 to 18 ins., L. O., Div.	\$0.90	\$ 6.00	\$ 50.00
18 to 30 ins., L. O., Div.	1.25	7.00	60.00
12 to 18 ins., 2-yr., Well Br.	3.00	20.00	150.00
18 to 24 ins., 2-yr., Well Br.	4.00	25.00	200.00
2 to 3 ft., 2-yr., Well Br.	4.50	30.00	250.00
3 to 4 ft., 2-yr., Well Br.	5.00	40.00	

SPIRAEA VANHOUTTEI.

Van Houtte Spiraea.

L. O., Field-grown.	.50	3.50	30.00
6 to 12 ins., C.	.60	4.50	35.00
12 to 18 ins., C.	.75	5.50	40.00
9 to 12 ins., Hedging.	.75	5.50	40.00
12 to 18 ins., Hedging.	1.00	7.50	60.00

STAPHYLEA TRIFOLIA.

American Bladdernut.

2 to 3 ft.	2.50	15.00	
3 to 4 ft.	3.50	20.00	
4 to 5 ft.	4.50	25.00	

SYMPHORICARPOS VULGARIS. Coralberry.

6 to 12 ins., 1-yr., C.		2.00	17.50
12 to 18 ins., 1-yr., C.		2.50	22.50
18 to 24 ins., 1-yr., C.		3.50	32.50
12 to 18 ins., 1-yr., Well Br.	.75	5.50	40.00
18 to 24 ins., 1-yr., Well Br.	.90	6.50	50.00

SYRINGA PERSICA.

Persian Lilac, Purple.

4 to 6 ins., 1-yr., C.		7.50	
6 to 12 ins., 1-yr., C.		9.00	
12 to 18 ins., 1-yr., C.	1.50	10.00	
18 to 24 ins., 1-yr., C.	2.00	12.50	
12 to 18 ins., 2-yr., Well Br.	2.50	17.50	
18 to 24 ins., 2-yr., Well Br.	3.00	22.50	
2 to 3 ft., 2-yr., Well Br.	5.00	32.50	
3 to 4 ft., 2-yr., Well Br.	6.00	42.50	

SYRINGA VULGARIS.

Common Purple Lilac (Own-root).

12 to 18 ins., 2-yr.	2.00	17.50	
18 to 24 ins., 2-yr.	3.00	25.00	
2 to 3 ft., 2-yr.	3.50	30.00	
3 to 4 ft., 2-yr.	5.00	45.00	

VIBURNUM TOMENTOSUM.

Double-file Viburnum.

4 to 6 ins., 1-yr., C.	1.50	9.00	80.00
6 to 12 ins., 1-yr., C.	1.75	12.50	100.00

WEIGELA AMABILIS. Light Pink.

4 to 6 ins., C.		3.50	30.00
6 to 12 ins., C.		4.50	40.00
12 to 18 ins., C.	.80	5.50	50.00
18 to 24 ins., C.	1.00	6.50	60.00
12 to 18 ins., 2-yr., Br.	2.00	12.50	
18 to 24 ins., 2-yr., Br.	2.50	20.00	
2 to 3 ft., 2-yr., Br.	3.50	25.00	

WEIGELA HENDERSONI. Dark Pink.

Lining-out		3.50	30.00
6 to 12 ins., C.		4.50	40.00
12 to 18 ins., C.		5.50	50.00
18 to 24 ins., Well Br.	2.50	20.00	
2 to 3 ft., Well Br.	3.50	25.00	

WEIGELA ROSEA. Pink.

Lining-out		3.50	30.00
6 to 12 ins., C.		4.50	40.00
12 to 18 ins., C.		5.50	50.00
12 to 18 ins., 2-yr., Well Br.	2.00	12.50	100.00
18 to 24 ins., 2-yr., Well Br.	2.50	20.00	
2 to 3 ft., 2-yr., Well Br.	3.50	25.00	

See pages 16 and 17 for Forest and Shade Trees;
page 17 for Vines and Creepers and Nut Trees, and
page 18 for Coniferous and Broad-leaved Evergreens.

FOREST and SHADE TREES

ACER DASycARPUM. Silver Maple.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.		\$ 2.00	\$12.00
12 to 18 ins., S.		2.50	17.50
18 to 24 ins., S.		3.00	25.00
5 to 6 ft., Tr.	\$10.00	80.00	
6 to 8 ft., Tr.	12.50	100.00	
8 to 10 ft., Tr.	15.00	125.00	

ACER NEGUNDO. Box Elder.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	\$0.30	\$ 1.25	\$10.00
12 to 18 ins., S.	.40	1.75	15.00
18 to 24 ins., S.	.45	2.50	
2 to 3 ft., S.	.50	3.00	
3 to 4 ft., S.	.60	4.50	
4 to 5 ft., S.	.80	7.00	
5 to 6 ft., S.	1.25	10.00	

WHOLESALE PRICE LIST—FOREST NURSERY CO.

FOREST and SHADE TREES (Continued)

ACER RUBRUM. Scarlet Maple.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	\$ 0.50	\$ 2.50	\$20.00
12 to 18 ins., S.	.60	3.00	25.00
18 to 24 ins., S.	.70	3.50	30.00
2 to 3 ft., S.	.80	4.00	35.00

ACER SACCHARUM.

Sugar or Hard Maple.

4 to 6 ins., S.	.40	2.00	15.00
6 to 12 ins., S.	.50	2.50	20.00
12 to 18 ins., S.	.60	3.00	25.00
18 to 24 ins., S.	.70	3.50	30.00

AESCULUS OCTANDRA. Yellow Buckeye.

6 to 12 ins., S.	.65	4.50	40.00
12 to 18 ins., S.	.75	6.00	55.00
18 to 24 ins., S.	.85	7.00	65.00
2 to 3 ft., S.	1.25	10.00	90.00

ALBIZZIA JULIBRISSIN.

Mimosa Tree.

6 to 12 ins., S.	.50	3.50	25.00
12 to 18 ins., S.	.60	4.00	35.00
18 to 24 ins., S.	.70	6.00	50.00
2 to 3 ft., S.	1.00	9.00	80.00
3 to 4 ft., S.	3.00	25.00	
4 to 5 ft., S.	4.50	40.00	
5 to 6 ft., S.	6.00	50.00	

ASIMINA TRILOBA. Papaw.

4 to 6 ins., S.	.50	4.00	
6 to 12 ins., S.	.60	5.00	
12 to 18 ins., S.	.75	7.00	
18 to 24 ins., S.	.85	8.00	
2 to 3 ft., S.	1.00	9.00	

BETULA NIGRA. Black Birch.

12 to 18 ins., S.	.60	3.00	25.00
18 to 24 ins., S.	.70	3.50	30.00
2 to 3 ft., S.	.80	4.00	35.00
3 to 4 ft., S.	.90	4.50	40.00

CATALPA SPECIOSA.

Northern Catalpa.

Very popular for the production of Catalpa Worms: excellent for pan fish bait (Brim, Perch and other small Sunfish.)

6 to 12 ins., 1-yr. S.		1.00	8.00
12 to 18 ins., 1-yr. S.	.30	1.50	12.50
18 to 24 ins., 1-yr. S.	.40	2.00	17.50
2 to 3 ft., 1-yr. S.	.50	3.00	25.00
3 to 4 ft., 1-yr. S.	.65	4.00	30.00

CERCIS CANADENSIS.

American Redbud.

4 to 6 ins., S.		1.75	
6 to 12 ins., S.		2.25	
12 to 18 ins., S.	.50	2.75	
18 to 24 ins., S.	.60	3.75	
2 to 3 ft., S.	.75	5.25	
3 to 4 ft., S.	1.50	11.00	
3 to 4 ft., Tr., Br.	5.00		
4 to 5 ft., Tr., Br.	7.50		
5 to 6 ft., Tr., Br.	10.00		
6 to 8 ft., Tr., Br.	12.50		
8 to 10 ft., Tr., Br.	16.00		

(Add 50c per plant for B&B on above.)

CORNUS FLORIDA. White Dogwood.

6 to 12 ins., S.	.50	3.50	25.00
12 to 18 ins., S.	.60	4.50	35.00
18 to 24 ins., S.	.80	7.00	60.00
2 to 3 ft., S.	1.50	12.50	100.00
3 to 4 ft., S.	2.50	20.00	150.00
2 to 3 ft., 2-yr. Well Br.	6.00	50.00	
3 to 4 ft., 2-yr. Well Br.	15.00	125.00	
4 to 5 ft., 2-yr. Well Br.	20.00	175.00	

(Add 50c per plant for B&B on above.)

CORNUS FLORIDA RUBRA. Pink Dogwood.

18 to 24 ins., S.	12.50	100.00	
2 to 3 ft., S.	17.50	150.00	

(Add 50c per plant for B&B on above.)

FRAXINUS AMERICANA. White Ash.

FRAXINUS LANCEOLATA. Green Ash.

6 to 12 ins., S.		1.00	9.00
12 to 18 ins., S.		1.50	12.50
18 to 24 ins., S.		2.50	20.00
2 to 3 ft., S.	.50	3.00	25.00
3 to 4 ft., S.	.70	5.00	40.00
4 to 5 ft., S.	.80	6.00	50.00
5 to 6 ft., S.	1.00	7.00	60.00

GLEDITSIA TRIACANTHOS.

Honey Locust.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	\$ 1.25	\$ 10.00	
12 to 18 ins., S.		1.50	12.50
18 to 24 ins., S.		2.00	17.50

GLEDITSIA TRIACANTHOS INERMIS.

Thornless Honey Locust.

6 to 12 ins., S.		1.50	12.00
12 to 18 ins., S.		2.00	17.50
18 to 24 ins., S.		2.50	22.50

GYMNOCLADUS DIOICUS.

Kentucky Coffee Tree.

6 to 12 ins., S.	\$ 1.75	12.50	100.00
12 to 18 ins., S.	2.00	15.00	125.00
18 to 24 ins., S.	3.00	20.00	175.00
2 to 3 ft., S.	4.50	30.00	250.00
3 to 4 ft., S.	5.50	40.00	
4 to 5 ft., S.	6.50	50.00	

KOELREUTERIA PANICULATA.

Golden-rain Tree.

6 to 12 ins., S.	2.00	15.00	
12 to 18 ins., S.	2.50	17.50	
18 to 24 ins., S.	3.50	25.00	

LIRIODENDRON TULIPIFERA. Tulip Tree.

4 to 6 ins., S.		1.00	8.00
6 to 12 ins., S.	.20	1.25	10.00
12 to 18 ins., S.	.25	1.50	12.00
18 to 24 ins., S.	.30	2.00	17.50
2 to 3 ft., S.	.35	2.50	20.00
3 to 4 ft., S.	.50	4.00	35.00
3 to 4 ft., Tr.	4.00	35.00	
4 to 5 ft., Tr.	6.00	50.00	
5 to 6 ft., Tr.	7.00	60.00	
6 to 8 ft., Tr.	10.00	75.00	
8 to 10 ft., Tr.	12.50	100.00	

MACLURA POMIFERA. Osage Orange.

6 to 12 ins., S.		1.00	8.50
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MAGNOLIA ACUMINATA.

Little Leaf Cucumber.

12 to 18 ins., S.	2.00	12.50	
18 to 24 ins., S.	3.00	20.00	
2 to 3 ft., S.	4.00	25.00	

MAGNOLIA MACROPHYLLA.

Big Leaf Cucumber.

6 to 12 ins., S.	2.00	12.50	
12 to 18 ins., S.	3.00	20.00	
18 to 24 ins., S.	4.00	25.00	

MALUS CORONARIA. Wild Sweet Crab.

6 to 12 ins., S.	.50	3.50	30.00
12 to 18 ins., S.	.60	4.50	
18 to 24 ins., S.	.80	7.00	

MORUS ALBA TATARICA.

Russian Mulberry.

6 to 12 ins., S.		1.50	10.00
12 to 18 ins., S.		2.00	15.00
18 to 24 ins., S.		2.75	22.50
2 to 3 ft., S.		3.50	30.00

NYSSA SYLVATICA. Black Gum.

6 to 12 ins., S.	.80	6.00	
12 to 18 ins., S.	1.00	8.00	

PLATANUS OCCIDENTALIS.

American Plane Tree

[American Sycamore].

6 to 12 ins., S.		2.00	15.00
12 to 18 ins., S.		2.50	20.00
5 to 6 ft., Tr.	10.00	80.00	
6 to 8 ft., Tr.	12.50	100.00	
8 to 10 ft., Tr.	17.50	125.00	

POPULUS NIGRA ITALICA.

Lombardy Poplar.

6 to 12 ins., C.	.20	1.50	12.00
12 to 18 ins., C.	.30	2.00	17.50
18 to 24 ins., C.	.40	3.00	25.00
2 to 3 ft., C.	.60	5.00	40.00
3 to 4 ft., C.	.70	6.00	50.00
4 to 5 ft., C.	1.00	8.00	70.00
5 to 6 ft., C.	1.25	10.00	90.00
6 to 8 ft., Tr.	6.00	50.00	
8 to 10 ft., Tr.	7.00	60.00	

PTELEA TRIFOLIATA. Hop Tree.

2 to 3 ft., S.	2.50	20.00	
3 to 4 ft., S.	3.00	25.00	
4 to 5 ft., S.	3.50	30.00	

WHOLESALE PRICE LIST—FOREST NURSERY CO.

FOREST and SHADE TREES—Continued

QUERCUS ALBA. White Oak.	Per 10	Per 100	Per 1000
4 to 6 ins., S.	\$0.60	\$ 3.50	\$22.00
6 to 12 ins., S.	.70	4.50	32.00
12 to 18 ins., S.	.80	5.50	42.00
18 to 24 ins., S.	.90	6.50	50.00

QUERCUS PRINUS. Chestnut Oak.	Per 10	Per 100	Per 1000
6 to 12 ins., S.	.70	4.50	32.00
12 to 18 ins., S.	.80	5.50	42.00
18 to 24 ins., S.	.90	6.50	50.00
2 to 3 ft., S.	1.00	8.00	

RHAMNUS CAROLINIANA. Carolina Buckthorn.	Per 10	Per 100	Per 1000
12 to 18 ins., S.		3.00	25.00
18 to 24 ins., S.		3.50	30.00
2 to 3 ft., S.		4.00	35.00
3 to 4 ft., S.	1.50	12.00	
4 to 5 ft., S.	3.50	30.00	
5 to 6 ft., S.	5.50	50.00	

ROBINIA PSEUDOACACIA. Black Locust.

	Per 10	Per 100	Per 1000
4 to 6 ins., S.		\$ 0.60	\$ 5.00
6 to 12 ins., S.		.80	7.00
12 to 18 ins., S.		1.50	12.00

ULMUS AMERICANA. American Elm.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.		1.00	7.00
12 to 18 ins., S.		1.50	12.00

ULMUS PUMILA. Chinese Elm.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.		1.50	10.00
12 to 18 ins., S.		2.00	15.00
18 to 24 ins., S.		3.00	20.00
2 to 3 ft., S.	.50	4.00	30.00
3 to 4 ft., S.	.80	6.00	45.00
4 to 5 ft., S.	1.25	10.00	75.00
5 to 6 ft., S.	2.00	15.00	100.00

VINES and CREEPERS

AMPELOPSIS QUINQUEFOLIA.

Virginia Creeper.	Per 10	Per 100	Per 1000
L. O. Seedlings.	\$0.50	\$ 3.50	\$ 27.50
6 to 12 ins., 2-yr. S.	.60	5.00	40.00
12 to 18 ins., 2-yr. S.	.75	6.00	50.00

AMPELOPSIS TRICUSPIDATA VEITCHI.

Boston Ivy.	Per 10	Per 100	Per 1000
1-yr., No. 2, 3 to 6 ins.		5.00	40.00
1-yr., No. 1, 6 to 9 ins.		6.00	50.00
2-yr., S., No. 1, 12 to 18 ins.	1.50	12.50	100.00

BIGNONIA CAPREOLATA.

Crossvine (Evergreen).	Per 10	Per 100	Per 1000
1-yr., L. O., No. 1	.50	3.00	25.00
1-yr., L. O., No. 2	.60	4.50	40.00

BIGNONIA RADICANS. Trumpet Creeper.

	Per 10	Per 100	Per 1000
6 to 12 ins., 1-yr., S.	.30	2.00	15.00
12 to 18 ins., 1-yr., S.	.40	3.00	25.00

CELASTRUS ORBICULATA.

Oriental Bittersweet.	Per 10	Per 100	Per 1000
6 to 12 ins., S.	.50	3.00	22.50
12 to 18 ins., S.	.60	3.50	25.00
18 to 24 ins., S.	.70	4.00	30.00

CELASTRUS SCANDENS.

American Bittersweet.	Per 10	Per 100	Per 1000
6 to 12 ins., S.	.50	3.00	22.50
12 to 18 ins., S.	.60	3.50	25.00
18 to 24 ins., S.	.70	4.00	30.00

CLEMATIS VIRGINIANA.

Virgin's-bower.	Per 10	Per 100	Per 1000
L. O. Seedlings, No. 1	1.50	10.00	
L. O. Seedlings, No. 2	1.25	8.00	

CASTANEA MOLLISSIMA. Chinese Chestnut.

(This is the true blight-resistant Chinese Chestnut from an orchard of selected strain.)	Per 10	Per 100	Per 1000
18 to 24 ins., 2-yr., S.	\$5.00	\$40.00	
2 to 3 ft., 2-yr., S.	7.00	55.00	
3 to 4 ft., 2-yr., S.	9.00	75.00	

CORYLUS AMERICANA. American Filbert.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	.70	6.00	\$ 50.00
12 to 18 ins., S.	.80	7.00	60.00
18 to 24 ins., S.	1.00	9.00	80.00
12 to 18 ins., 3-yr., Br.	1.50	12.00	100.00
18 to 24 ins., 2-yr., Br.	2.25	20.00	160.00
2 to 3 ft., 3-yr., Br.	3.50	30.00	250.00
3 to 4 ft., 3-yr., Br.	4.00	35.00	300.00

CORYLUS AVELLANA. European Filbert.

	Per 10	Per 100	Per 1000
18 to 24 ins., S., Br.	2.50	20.00	
2 to 3 ft., S., Br.	3.50	30.00	
3 to 4 ft., S., Br.	4.50	40.00	

FAGUS AMERICANA. American Beech.

	Per 10	Per 100	Per 1000
4 to 6 ins., S.		1.50	12.00
6 to 12 ins., S.	.50	2.00	15.00
12 to 18 ins., S.	.75	2.50	18.00
18 to 24 ins., S.	1.00	3.00	20.00

HICORIA LACINIOSA. Shellbark Hickory.

HICORIA OVATA. Shagbark Hickory.	Per 10	Per 100	Per 1000
4 to 6 ins., S.	.70	5.50	45.00
6 to 12 ins., S.	.90	6.50	55.00
12 to 18 ins., S.	1.80	12.00	85.00
18 to 24 ins., S.	2.00	15.00	100.00
2 to 3 ft., S.	2.25	17.50	125.00

KUDZU VINE.

No. 1 Crowns, 2 and 3-yr.	Per 10	Per 100	Per 1000
	\$ 5.00	\$ 35.00	

LONICERA JAPONICA HALLIANA.

Hall's Japanese Honeysuckle.	Per 10	Per 100	Per 1000
Small, Lining-out		1.00	7.50
Medium, Lining-out		1.50	12.50
2-yr., Tr., No. 1	\$1.25	8.00	75.00
2-yr., Tr., No. 2	1.00	7.00	65.00
2-yr., Tr., No. 3	.85	6.00	55.00
1-yr., Tr., No. 1	1.00	7.00	65.00
3-yr., Tr., No. 1, heavy	1.50	10.00	90.00
2 1/4-in. Pot Plants	3.00	20.00	150.00
2 1/2-in. Pot Plants	1.75	15.00	125.00
3-in. Pot Plants	2.00	17.50	150.00

LONICERA SEMPERVIRENS.

Scarlet Trumpet Honeysuckle.	Per 10	Per 100	Per 1000
Small, Lining-out	.50	2.75	22.50
Medium, Lining-out	.60	3.25	27.50
VINCA MINOR. Common Periwinkle.			
Medium, Lining-out (Small)	.25	1.00	8.00
Medium, Lining-out	.40	1.50	12.00

VINCA MINOR. Common Periwinkle.

	Per 10	Per 100	Per 1000
2 1/4-in. Pot Plants	3.00	20.00	150.00
VITIS AESTIVALIS. Summer Grape.			
VITIS CORDIFOLIA. Winter Grape.			
6 to 12 ins., S.	.50	3.00	25.00
12 to 18 ins., S.	.75	4.50	35.00

WISTARIA SINENSE. Chinese Wistaria. Blue.

	Per 10	Per 100	Per 1000
1-yr. S., No. 2	1.00	7.50	
1-yr. S., No. 1	1.25	9.00	

NUT TREES

JUGLANS CINEREA. White Walnut (Butternut).

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	\$ 0.75	\$ 5.50	
12 to 18 ins., S.	1.00	8.00	
18 to 24 ins., S.	1.25	10.00	
2 to 3 ft., S.	2.00	17.50	
3 to 4 ft., S.	4.50	35.00	
4 to 5 ft., S.	5.50	45.00	
5 to 6 ft., S.	8.00	65.00	

JUGLANS NIGRA. Black Walnut.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	.50	3.50	\$ 30.00
12 to 18 ins., S.	.60	4.00	35.00
18 to 24 ins., S.	.70	6.00	45.00
2 to 3 ft., S.	.80	8.00	65.00
3 to 4 ft., S.	3.00	16.00	110.00

JUGLANS REGIA. English Walnut.

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	8.00	70.00	
12 to 18 ins., S.	9.00	80.00	
18 to 24 ins., S.	10.00	90.00	
2 to 3 ft., S.	11.00	100.00	

JUGLANS SIEBOLDIANA. Japanese Walnut.

	Per 10	Per 100	Per 1000
12 to 18 ins., S.	2.75	17.50	
18 to 24 ins., S.	3.50	27.50	
2 to 3 ft., S.	4.50	37.50	
3 to 4 ft., S.	6.00		
4 to 5 ft., S.	7.50		
5 to 6 ft., S.	10.00		

WHOLESALE PRICE LIST—FOREST NURSERY CO.

NUT TREES (Continued)

PECAN, Seedlings.	Per 10	Per 100	Per 1000
6 to 12 ins., S.	\$ 3.50	\$ 30.00	.....
12 to 18 ins., S.	4.00	35.00	.....
18 to 24 ins., S.	4.50	40.00	.....
2 to 3 ft., S.	5.00	45.00	.....

PECAN TREES. (Papershell).

Varieties:

Stuart.

Schley.

Florida Giant.

Moneymaker.

2 to 3 ft.	12.50	110.00	.....
3 to 4 ft.	15.00	125.00	.....
4 to 5 ft.	17.50	150.00	.....
5 to 6 ft.	20.00	175.00	.....

CONIFEROUS EVERGREENS

BIOTA ORIENTALIS AUREA NANA.

Berkmans Golden Arborvitae.

	Each	Per 10
15 to 18 ins.	\$2.00	\$17.50
18 to 24 ins.	2.25	20.00

BIOTA ORIENTALIS BONITA.

Bonita Arborvitae.

12 to 15 ins.	1.75	15.00
15 to 18 ins.	2.00	17.50
18 to 24 ins.	2.50	20.00

BIOTA ORIENTALIS COMPACTA.

Compact Arborvitae.

18 to 24 ins.	2.00	17.50
24 to 30 ins.	2.25	20.00
30 to 36 ins.	2.50	22.50

BIOTA ORIENTALIS EXCELSA.

Excelsa Arborvitae.

18 to 24 ins.	1.75	15.00
24 to 30 ins.	2.25	20.00
30 to 36 ins.	2.50	22.50

JUNIPERUS CHINENSIS PFITZERIANA.

Pfitzer Juniper.

15 to 18 ins.	2.25	20.00
18 to 24 ins.	2.50	22.50

(Sold only in connection with other evergreens.)

JUNIPERUS CHINENSIS PFITZERIANA COMPACTA.

Compact Pfitzer Juniper.

15 to 18 ins.	2.50	22.50
18 to 24 ins.	2.75	25.00
24 to 30 ins.	3.00	27.50

(Sold only in connection with other evergreens.)

JUNIPERUS COMMUNIS ASHFORDI.

Ashford Juniper.

18 to 24 ins.	1.75	15.00
24 to 30 ins.	2.00	17.50
30 to 36 ins.	2.25	20.00
3 to 4 ft.	2.75	25.00

JUNIPERUS COMMUNIS HIBERNICA.

Irish Juniper.

24 to 30 ins.	1.75	15.00
30 to 36 ins.	2.00	17.50
3 to 4 ft.	2.25	20.00
4 to 5 ft.	2.75	22.50
5 to 6 ft.	3.00	25.00

JUNIPERUS COMMUNIS HIBERNICA FASTIGIATA.

Columnar Irish Juniper.

24 to 30 ins.	2.00	17.50
30 to 36 ins.	2.25	20.00
3 to 4 ft.	2.50	22.50

JUNIPERUS EXCELSA STRICTA.

Spiny Greek Juniper.

12 to 15 ins.	2.00	17.50
18 to 24 ins.	2.25	20.00

JUNIPERUS CHINENSIS COLUMNARIS.

JUNIPERUS VIRGINIANA BURKI.

JUNIPERUS VIRGINIANA CANAERTI.

JUNIPERUS VIRGINIANA GLAUCA.

JUNIPERUS VIRGINIANA HILLI.

JUNIPERUS VIRGINIANA SMITHI.

18 to 24 ins., root-pruned.	2.25	20.00
24 to 30 ins., root-pruned.	2.50	22.50
30 to 36 ins., root-pruned.	3.25	30.00
3 to 4 ft., root-pruned.	3.75	35.00

CONIFEROUS EVERGREENS (Cont.)

PICEA CANADENSIS. White Spruce.

PICEA CANADENSIS ALBERTIANA.

Black Hills Spruce.

	Each	Per 10
18 to 24 ins.	\$2.25	\$20.00
24 to 30 ins.	2.50	22.50
30 to 36 ins.	3.00	27.50

PICEA EXCELSA. Norway Spruce.

18 to 24 ins.	2.25	20.00
24 to 30 ins.	2.50	22.50
30 to 36 ins.	3.00	27.50

THUJA OCCIDENTALIS. Woodward Globe.

12 to 15 ins.	1.75	15.00
15 to 18 ins.	2.00	17.50
18 to 24 ins.	2.25	20.00
24 to 30 ins.	2.75	25.00

THUJA OCCIDENTALIS HOVEYI.

Compacta Upright Globe-shaped.

15 to 18 ins.	2.00	17.50
18 to 24 ins.	2.25	20.00
24 to 30 ins.	2.75	25.00

THUJA OCCIDENTALIS PYRAMIDALIS.

American Pyramidal Arborvitae.

24 to 30 ins.	2.50	20.00
30 to 36 ins.	2.75	22.50
3 to 4 ft.	3.50	30.00

TSUGA CANADENSIS. Canadian Hemlock.

18 to 24 ins.	2.25	20.00
24 to 30 ins.	3.00	27.50
30 to 36 ins.	3.75	35.00
3 to 4 ft.	4.25	40.00
4 to 5 ft.	5.25	50.00

(Sold only in connection with other evergreens.)

BROAD-LEAVED EVERGREENS

ABELIA GRANDIFLORA. Glossy Abelia.

	Each	Per 10	Per 100
12 to 18 ins., bare-root.	\$0.50	\$ 4.50	\$40.00
2 to 3 ft., bare-root.	1.00	9.00	.....
2 to 3 ft., B&B.	1.50	12.50	.....

BUXUS SEMPERVIRENS. American Boxwood.

12 to 15 ins., Full, well-sheared.	2.50	22.50	.....
15 to 18 ins., Full, well-sheared.	2.75	25.00	.....
18 to 20 ins., Full, well-sheared.	3.00	27.50	.....
20 to 24 ins., Full, well-sheared.	3.75	35.00	.....
24 to 30 ins., Full, well-sheared.	4.50	40.00	.....

EUONYMUS PATENS.

12 to 18 ins.	1.50	12.50	.....
18 to 24 ins.	2.00	17.50	.....

ILEX BURFORDI. Burford Holly.

12 to 15 ins., well-sheared.	2.25	17.50	.....
15 to 18 ins., well-sheared.	2.50	20.00	.....
18 to 24 ins., well-sheared.	3.00	25.00	.....
24 to 30 ins., well-sheared.	3.50	30.00	.....
30 to 36 ins., well-sheared.	3.75	35.00	.....

ILEX CRENATA ROTUNDIFOLIA.

Rotundifolia Holly.

12 to 15 ins., Full, well-sheared.	2.50	20.00	.....
15 to 18 ins., Full, well-sheared.	2.75	22.50	.....
18 to 24 ins., Full, well-sheared.	3.00	25.00	.....

LAUROCERASUS CAROLINIANA.

Cherry Laurel.

24 to 30 ins., B&B.	1.75	15.00	.....
30 to 36 ins., B&B.	2.25	20.00	.....
3 to 4 ft., B&B.	2.75	25.00	.....

LIGUSTRUM LUCIDUM.

Wax-leaf Ligustrum.

18 to 24 ins., Full, B&B.	2.25	20.00	.....
24 to 30 ins., Full, B&B.	2.50	22.50	.....
30 to 36 ins., Full, B&B.	2.75	25.00	.....
3 to 4 ft., Full, B&B, heavy.	3.50	30.00	.....
4 to 5 ft., Full, B&B, heavy.	4.50	40.00	.....

MAGNOLIA GRANDIFLORA.

18 to 24 ins.	2.00	17.50	.....
24 to 30 ins.	2.50	22.50	.....
30 to 36 ins.	3.00	27.50	.....
3 to 4 ft.	4.00	.....	.....

NANDINA DOMESTICA.

12 to 18 ins.	1.25	10.00	.....
18 to 24 ins.	1.75	15.00	.....
24 to 30 ins.	2.00	17.50	.....

PHOTINIA SERRULATA.

18 to 24 ins.	1.75	15.00	.....
24 to 30 ins.	2.00	17.50	.....

Write for special quotations on truckload or carload lots.

COVER ILLUSTRATION

Ulmus Procera

Less well-known than our native American elm, *Ulmus americana*, is the English elm, *Ulmus procera*. At maturity, in its native habitat, it becomes a large tree, reaching a height of 100 feet or more. While it may become a large tree in North America, no specimens have been seen of these native proportions. The English elm forms a spreading oval or oblong head on a straight trunk. There is no indication of a vase-shaped top such as is characteristic of the American elm.

The native habitat of the English elm is England and west and south Europe. It was introduced early into America.

The generic name, *ulmus*, is the ancient Latin name for the elm. The specific name, *procera*, means tall, referring to the size of the plant. Not so many years ago the specific name applied to the English elm was *campestris*, but this name is no longer accepted.

The bark on old trees of the English elm is deeply fissured. The young twigs are somewhat hairy and sometimes develop corky patches of bark.

The leaves are usually smaller than those of the American elm and have a short petiole. They are two to three inches long, pointed at the tip and decidedly oblique at the base. The margins are doubly toothed. The color of the leaves is dark green, and, since the plants hold their leaves late in the fall, little fall color of importance develops.

The flowers and typical elm-shaped seeds are produced in dense clusters, but add little if anything to the ornamental value of the tree.

Like most of the elms, *Ulmus procera* does well in a wide variation of soils and suckers freely from the roots. It is hardy and transplants readily. It is subject to several insects and diseases, the same as the American elm. Most important among the pests are the European elm scale, the elm leaf beetle and the Dutch elm disease. It is not subject to phloem necrosis. Propagation of the species is by seeds, which germinate readily.

Although a considerable degree of success can be attained in the prevention of the Dutch elm disease by spraying, this species and others are not recommended for general planting in areas where this disease has reached major epidemic proportions. Where the major diseases and insects can be controlled, the English elm, *Ulmus procera*, is recommended for street and lawn planting. L. C. C.

IMPORTED BULBS



Unloading carload of bulbs, September, 1951.

We import our bulbs direct from Holland in carload lots. This enables us to effect the maximum savings, which we pass along to our customers in lower prices. Our prices are all F. O. B. Ottawa, Kansas—no extra charges of any kind.

Tulips and Narcissi—100 of a variety at 1000 rate. Less than 100, add 10% to 1000 rate. Crocus and other small bulbs—250 of a variety at 1000 rate. Less than 250, add 10% to 1000 rate.

DARWIN TULIPS

	Per 1000
Bartigon, red, 12 cm.	\$ 44.00
Bartigon, red, 11 to 12 cm.	36.00
Campfire, scarlet, 12 cm.	44.00
City of Haarlem, bright scarlet, 12 cm.	65.00
Clara Butt, pink, 11 to 12 cm.	36.00
Eclipse, blood-red, 12 cm.	62.00
Farcombe Sanders, rose-scarlet, 12 cm.	44.00
Golden Age, yellow, 12 cm.	62.00
Insuperable, lilac, 12 cm.	62.00
La Tulipe Noire, maroon-black, 12 cm.	48.00
Pride of Haarlem, cerise-red, 12 cm.	44.00
Princess Elizabeth, rosy-pink, 12 cm.	44.00
Princess Elizabeth, 11 to 12 cm.	36.00
Purple Heart, purple, 12 cm.	66.00
Queen of the Night, maroon, 11 to 12 cm.	36.00
The Bishop, violet-blue, 12 cm.	70.00
William Pitt, scarlet, 12 cm.	44.00
Zwanenburg, white, 12 cm.	62.00
Rainbow Mixture, 11 to 12 cm.	36.00

PEONY-FLOWERING TULIPS

Arizona, carmine with yellow edge, 12 cm.	65.00
Eros, old rose, 12 cm.	108.00
Mount Tacoma, white, 12 cm.	62.00
Symphonia, rose-carmine, 12 cm.	66.00
Uncle Tom, dark red, 12 cm.	130.00

PARROT TULIPS

Blue Parrot, bluish-heliotrope, 12 cm.	44.00
Fantasy, soft rose, green markings, 12 cm.	49.00
Orange Favorite, bright orange, green markings, 12 cm.	62.00
Sunshine, bright yellow, green on outer petals, 11 to 12 cm.	60.00
Therese, fiery-red, 12 cm.	65.00
Mixed, old-fashioned varieties, top size	12.00

MISCELLANEOUS TULIPS

American Flag (Rembrandt), bright red, striped and flaked white, 12 cm.	63.00
Dillenburg (Breeder), salmon-orange, 11 to 12 cm.	36.00
Kelzerskroon (Single Early), red-edged yellow, 12 cm.	66.00
Mr. Van der Hoff (Double Early), pure golden-yellow, 11 to 12 cm.	54.00
Peachblossom (Double Early), deep pink, 11 to 12 cm.	49.00
Red Emperor (Species), huge scarlet, top size	70.00
Mixed Rembrandts, broken colors, 11 to 12 cm.	56.00

MAY-FLOWERING TULIPS

	Per 1000
Carrara, white, 11 to 12 cm.	\$39.00
Golden Harvest, lemon-yellow, 11 to 12 cm.	36.00
Grenadier, vermilion-orange, 11 to 12 cm.	49.00
Inglescombe Yellow, canary-yellow, 11 to 12 cm.	36.00
Queen of the North, pink and white, 11 to 12 cm.	48.00
Themis, pure white, 11 to 12 cm.	48.00

HYACINTHS

\$12.50 per 100; \$120.00 per 1000.
Bismarck, light sky-blue.
City of Haarlem, golden-yellow.
Grand Maître, porcelain-blue.
King of the Blues, dark blue.
Lady Derby, light pink.
La Victoire, carmine-red.
L'Innocence, pure white.
Pink Pearl, rose-pink.

NARCISSI (Double Nose)

	Per 1000
Cheerfulness (Double), white with double yellow center petals	\$44.00
Ceranium (Poetaz), white with orange-red cup, 6 to 8 flowers per stem	54.00
Inglescombe (Double), soft yellow	69.00
King Alfred (Trumpet), golden-yellow petals and trumpet	63.00
Mrs. E. H. Krelage (Trumpet), good white trumpet	96.00
Orange Glow (Short Cup), yellow with dark orange cup	54.00
Spring Glory (Trumpet), white petals, yellow trumpet	70.00
Sunset (Short Cup), yellow with scarlet-orange cup	54.00

CROCUS (Spring-Blooming)

Blue, 9 to 10 cm.	32.00
Purple, 9 to 10 cm.	32.00
Striped, 9 to 10 cm.	45.00
White, 9 to 10 cm.	45.00
Yellow, 9 to 10 cm.	49.00
Mixed colors, 7 to 8 cm.	30.00

MISCELLANEOUS BULBS

Chionodoxa (Glory-of-the-Snow), luciliae, top size	20.00
Galanthus (Snowdrops), nivalls simplex, top size	40.00
Muscari armeniacum (Grape Hyacinths), Heavenly Blue, top size	20.00
Scilla sibirica (Squills), light blue, top size	28.00

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WILLIS NURSERY COMPANY

"Your Wholesale Nurserymen"

OTTAWA, KANSAS

EVERGREENS

BALLED AND BURLAPPED EVERGREENS

All excellent-quality, XXX, well-sheared plants. Correct root-pruning and spraying assure healthy, vigorous stock.

5 of one variety and size at 10 rate.

25 of one variety and size at 100 rate.

	Size	Each Per 10	Each Per 100		Size	Each Per 100	Each Per 1000
JUNIPERUS CHINENSIS (Chinese Juniper)	2 to 2½ ft.	\$3.00		PICEA PUNGENS GLAUCA (Colorado Blue Spruce)	12 to 15 ins.	\$2.50	\$2.25
	2½ to 3 ft.	4.00	\$3.75		15 to 18 ins.	3.00	2.75
	3 to 3½ ft.	5.00	4.75		18 to 24 ins.	4.00	3.75
JUNIPERUS CHINENSIS KETELEERI (Keteleer's Juniper)	2 to 2½ ft.	3.00	2.75		2 to 2½ ft.	5.50	
	2½ to 3 ft.	4.00	3.75		2½ to 3 ft.	7.50	
	3 to 3½ ft.	5.00	4.75		3 to 3½ ft.	10.25	
	3½ to 4 ft.	6.00		PINUS NIGRA (Austrian Pine)	2 to 2½ ft.	4.00	3.75
JUNIPERUS CHINENSIS PFITZERIANA (Pfitzer Juniper)	12 to 15 ins.	2.25	2.00		2½ to 3 ft.	5.50	5.25
	15 to 18 ins.	3.00	2.75		3 to 3½ ft.	7.00	6.75
JUNIPERUS GLAUCA HETZI (Hetzi's Blue Juniper)	12 to 15 ins.	2.00	1.75	PSEUDOTSUGA DOUGLASI (Douglas Fir)	15 to 18 ins.	2.25	2.00
	15 to 18 ins.	2.75	2.50		18 to 24 ins.	2.75	2.50
JUNIPERUS SABINA VONEHRON (Von Ehron Juniper)	15 to 18 ins.	3.00	2.75		2 to 2½ ft.	3.00	2.75
	18 to 24 ins.	3.50	3.25		2½ to 3 ft.	3.75	
	2 to 2½ ft.	4.00		TAXUS CUSPIDATA (Spreading Japanese Yew)	12 to 15 ins.	3.00	2.75
PICEA EXCELSA (Norway Spruce)	12 to 15 ins.	1.50	1.25		15 to 18 ins.	4.50	4.25
	15 to 18 ins.	1.75	1.50		18 to 24 ins.	5.50	5.25
	18 to 24 ins.	2.00	1.75	TAXUS CUSPIDATA CAPITATA (Upright Japanese Yew)	15 to 18 ins.	4.00	3.75
	2 to 2½ ft.	2.25	2.00		18 to 24 ins.	5.50	5.25
	2½ to 3 ft.	2.50	2.25		2 to 2½ ft.	8.00	7.75
	3 to 3½ ft.	3.50	3.25		2½ to 3 ft.	10.00	9.75
	3½ to 4 ft.	4.50	4.25		3 to 3½ ft.	12.00	11.75
	4 to 5 ft.	6.00			3½ to 4 ft.	16.00	
PICEA GLAUCA (White Spruce)	15 to 18 ins.	2.25		TAXUS CUSPIDATA INTERMEDIA (Intermedia Yew)	12 to 15 ins.	3.00	2.75
	18 to 24 ins.	2.50	2.25		15 to 18 ins.	4.50	4.25
	2 to 2½ ft.	2.75	2.50		18 to 24 ins.	5.50	5.25
	2½ to 3 ft.	3.25		TAXUS CUSPIDATA NANA (Dwarf Japanese Yew)	12 to 15 ins.	4.00	3.75
	3 to 3½ ft.	4.00			15 to 18 ins.	5.00	4.75
PICEA GLAUCA DENSATA (Black Hills Spruce)	12 to 15 ins.	2.00	1.75		18 to 24 ins.	6.50	6.25
	15 to 18 ins.	2.25	2.00	TAXUS MEDIA BROWNI (Brown's Yew)	15 to 18 ins.	4.50	4.25
	18 to 24 ins.	2.50	2.25		18 to 24 ins.	5.50	5.25
	2 to 2½ ft.	2.75	2.50	TAXUS MEDIA HATFIELDI (Hatfield's Yew)	12 to 15 ins.	3.00	2.75
	2½ to 3 ft.	3.25	3.00		15 to 18 ins.	4.50	4.25
	3 to 3½ ft.	4.00	3.75		18 to 24 ins.	5.50	5.25
	3½ to 4 ft.	5.00		TAXUS MEDIA HICKSI (Hicks' Yew)	12 to 15 ins.	3.00	2.75
PICEA PUNGENS (Colorado Green Spruce)	12 to 15 ins.	2.00	1.75		15 to 18 ins.	4.00	3.75
	15 to 18 ins.	2.25	2.00	TAXUS MEDIA HICKSI GLOBOSA (Hicks' Yew Globes)	12 to 15 ins.	3.00	2.75
	18 to 24 ins.	2.75	2.50		15 to 18 ins.	4.00	3.75
	2 to 2½ ft.	3.00	2.75		18 to 24 ins.	5.00	4.75
	2½ to 3 ft.	3.75	3.50		2 to 2½ ft.	6.00	
	3 to 3½ ft.	5.00	4.75				
	3½ to 4 ft.	6.50					

EVERGREENS

BALLED AND BURLAPPED EVERGREENS (Continued)

	Size		Each Each			Size		Each Each	
			Per	Per				Per	Per
			10	100				10	100
TAXUS MEDIA KELSEYI (Kelaey's Yew)	12 to 15 ins.		\$3.00	\$2.75	THUJA OCCIDENTALIS NIGRA— Continued	2 1/2 to 3 ft.		\$3.25	\$3.00
	15 to 18 ins.		4.00	3.75		3 to 3 1/2 ft.		4.00	3.75
	18 to 24 ins.		5.00			3 1/2 to 4 ft.		5.00	4.75
THUJA OCCIDENTALIS ELEGANTISSIMA GLOBOSA (George Peabody Globe Arborvitae)	12 to 15 ins.		1.75	1.50	THUJA OCCIDENTALIS PYRAMIDALIS (Pyramidal Arborvitae)	15 to 18 ins.		2.00	1.75
	15 to 18 ins.		2.25	2.00		18 to 24 ins.		2.25	2.00
THUJA OCCIDENTALIS GLOBOSA (Globe Arborvitae)	15 to 18 ins.		2.25			2 to 2 1/2 ft.		2.75	2.50
	18 to 24 ins.		3.00			2 1/2 to 3 ft.		3.25	3.00
THUJA OCCIDENTALIS NIGRA (Dark Green American Arborvitae)	18 to 24 ins.		2.25	2.00		3 to 3 1/2 ft.		4.00	3.75
	2 to 2 1/2 ft.		2.75	2.50	THUJA OCCIDENTALIS WOODWARDI (Woodward Globe Arborvitae)	3 1/2 to 4 ft.		5.00	4.75
						12 to 15 ins.		1.75	1.50
						15 to 18 ins.		2.25	2.00

LINING-OUT EVERGREENS

All liners are XX from open field beds and will make landscape-size material in a minimum of time.

Sold in multiples of 25 only

25 of one variety and size at 100 rate

250 of one variety and size at 1000 rate

	Size	Each Each			Size	Each Each	
		Per	Per			Per	Per
		100	1000			100	1000
PICEA EXCELSA (Norway Spruce)	6 to 9 ins.	\$0.12	\$0.10	TAXUS HICKSI (Hicks' Yew)	9 to 12 ins.	\$0.70	\$0.65
	9 to 12 ins.	.20	.18				
	12 to 15 ins.	.30	.25	TAXUS HATFIELDI (Hatfield's Yew)	6 to 9 ins.	.50	.45
PINUS MUGHUS (Mugho Pine)	6 to 9 ins.	.40	.35		9 to 12 ins.	.70	.65
TAXUS BROWNI (Brown's Yew)	6 to 9 ins.	.50	.45	THUJA OCCIDENTALIS WOODWARDI (Woodward Globe Arborvitae)	6 to 9 ins.	.40	.35
	9 to 12 ins.	.70	.65		9 to 12 ins.	.60	.55
					12 to 15 ins.	.80	.75

TERMS OF SALE

This list cancels all previous quotations.
Orders are accepted subject to crop failure or causes beyond our control.
All quotations are net and F.O.B. our nursery.
Packing charges—B&B at cost, no charge on L. O. stock.
A 2% discount is offered for cash with order.
No warranty or guarantee as to quality, description or any other nature is either expressed or implied.

BROWN DEER NURSERIES

Operated By

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Nursery Phone: Flagstone 1-8526. Mail orders: P. O. Box 1747, Milwaukee 1, Wis.
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AMERICAN NURSERYMAN

OBITUARY

Sam Scheinuk

Sam Scheinuk, first president of the Louisiana State Horticultural Association and operator of Scheinuk's Roseland Florist, Inc., Baton Rouge, La., died July 24 at Meridian, Miss., after a long illness.

Mr. Scheinuk was born in 1891, in Germany, where he entered a florists' school at the age of 13. After three years of training in horticulture and floriculture, Mr. Scheinuk came to the United States and, in 1913, opened his own florists' shop at Baton Rouge.

In addition to his many years' work in the state association, Mr. Scheinuk was a member of the American Association of Nurserymen and the New Orleans Horticultural Society as well as several florists' groups.

Mr. Scheinuk was married and had a son, Ralph, and a daughter, Mac.

Karl Frank

Karl Frank, 58, nurseryman and florist of West Albany, N. Y., died July 14 after a year's illness. A native of Germany, Mr. Frank was associated with the trade in this country for the past 25 years and had been a resident of West Albany for 30 years. He was a member of the Albany Florists' Club.

Mr. Frank is survived by his widow, Frida; three sons, Edward, Karl and Rudolph; two daughters, Mrs. Frank Marshall and Mrs. Peter Van Deloo; two brothers, and four sisters.

JOINS MOUNT ARBOR FIRM

Carl Lumry, Mount Arbor Nurseries, Shenandoah, Ia., has announced the appointment of George Vradenburg, Jr., as sales representative for the firm's western territory, to succeed the late J. Frank Quist. Mr. Vradenburg was formerly public relations director at the Brooklyn Botanic Gardens, Brooklyn, N. Y.

In 1945 he purchased the Upton Gardens, Colorado Springs, Colo., and operated them until 1947, when they were incorporated. He still retains control of the firm's operations.

Mr. Vradenburg married Beatrice White, daughter of Richard P. White, executive secretary of the American Association of Nurserymen, in 1942. The couple has a 9-year-old son.



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Carrying the Nation's largest list of Ornamental Stock, our 1952-53 Catalog is just off the press. Descriptions are complete and items are alphabetically arranged for quick reference. To build your sales and increase your profits write (on your business letterhead, please), for your **FREE COPY TODAY!**



Monrovia Nursery Co.

P. O. BOX 196 MONROVIA, CALIFORNIA

• Phone Elliott 8-1888

This Business of Ours

Reflections on the Progress and Problems of Nurserymen

By E. Sam Hemming

DISAPPEARING TREES

The trees that we grow in our nurseries all have a native origin, and, if we bother to think of them at all in this respect, we realize they must have been forest trees in some part of the world. Yet, in these there are exceptions. All plantmen are aware of the romantic story of the franklinia, found once by Bartram in the south and never found since in its native state.

There are other stories of plants which almost, but not quite, duplicate that of the franklinia. These interesting trees and plants may be on the way to extinction in their natural environment, perhaps helped by man or, in some cases, slowed by man. One of these is the handsome cedar of Lebanon, famous in Biblical history and in legend, the principal forest tree of Syria and Asia Minor when that region was the cradle of civilization. To speak of the destruction of the forest of Lebanon as one of the reasons for the decline of that civilization may be an oversimplification. However, there is reason to believe it was at least part of that pattern. Today, the tree is found only as isolated specimens in its native habitat and is more common in England and America.

Another tree in the same class is the Monterey cypress of California, found along the coast of Monterey bay and perhaps most famous as a photographic subject in that wildly beautiful scenery. Since its discovery it has been widely planted in southern California, where it loses its picturesque beauty. This is probably another tree on its way to natural extinction.

Somehow, trees of this general class appear to be out of style in nature, and none give that appearance more than *Sciadopitys verticillata*, or Japanese umbrella pine, which, also, while a native of Japan, does not occur as a forest tree. We have grown a small number of these, and they never behave as if they were permanently established and acclimated. Even after 10 years or more they will die without apparent reason, often in brief dry spells that normally would not bother any tree growing in the same location for several years.

There are two trees, both from

China, that are, botanically speaking, really remnants of past ages, one well-known and widely grown by nurserymen and the other the metasequoia, or Dawn redwood, recently discovered and much written about in garden and plant journals. The first is the popular ginkgo, with its fan-shaped leaves and dichotomous veins, which are found in no other plant. It has several singular qualities; the leaves are all shed in one night (from my observation this is 90 per cent true); it has outlived its pests and is virtually unmolested by any insect or disease, and there is

an apparent warmth to the bark even in cool weather.

Somehow, I would also put the two sequoias in this class of curious trees. While they may seem immortal in the two spots in California where they grow naturally, their ecological requirements are so strict it is questionable if they would duplicate that phenomenal growth anywhere else on earth, and if the climate of those two spots changed much they would soon disappear, too.

In modern times, we have witnessed the virtual disappearance of a great forest tree in the American chestnut. Here was a tree that was dominant in many of our great forests in the eastern part of the country. The blight eradicated it so completely that all that is left is an occasional sucker at the base of a dead tree and, still more rarely, a seedling from the bur on a sucker

QUEEN O' the LAKES

(Dark Velvety Red)

and 30 other fragrant

SUB-ZERO HYBRID TEAS

Large and beautiful as any. Easy to grow; long to live. Bloom more; more constantly. Save replacement expense.

Also 20

Yellow and Orange Climbers

Write for trade prices to

BROWNELL ROSES
LITTLE COMPTON, R. I.



FOR CHOICE LINERS

Fall, 1952, and Spring, 1953

See our advertisement in the

AMERICAN NURSERYMAN August 1, 1952, issue

Do you need a carload of fine Balled & Burlapped *Taxus*, *Arborvitae* or Canada Hemlock? If so, write us—we are headquarters for such material.

E. D. ROBINSON SALES AGENCY

"A friendly, efficient service"

38 South Elm St.
WALLINGFORD, CONN.

KOSTER NURSERY

Division of Seabrook Farms

Wholesale Nurserymen

BRIDGETON, N. J.

Specializing in the propagation of grafted lining-out stock of all kinds. Write for our new list of lining-out stock.

FOR 52 YEARS

Our business has been growing

Rhododendrons

Azaleas

Perennials, Roses

All Nursery Items

BOBBINK & ATKINS

E. RUTHERFORD, N. J.

Quality you can sell

because

It's Quality You Can See!

YOU can sell more roses at more profit when customers can see you're selling better bushes. Husky, heavily rooted bushes that actually look anxious to get growing—bushes so obviously top quality they practically sell themselves. They're the only kind of bare-root bushes you get from Armstrong Nurseries.

You'll make happy customers with Armstrong plants, too. The finest storage and shipping facilities in the country make it possible to ship you fresh plump plants which will grow faster and bloom sooner and more freely in your customer's garden.

Our latest wholesale rose list includes the best known patented varieties, most of the famous Armstrong-created kinds, the All-America Winners and many more. Write for it today and order now while you can still get the choicest kinds.



Armstrong Nurseries ONTARIO, CALIFORNIA

LINING-OUT STOCK

Two-year grafts in:

Lilacs in choice varieties
(true to name)

Purple Beech, Rivers

Red Japanese Maple

Wistaria Rosea (pink)

Wistaria Chinensis (blue)

One-year grafts in:

Cotoneaster Multiflora (true)

Koster Blue Spruce

Lilacs in choice varieties
(true to name)

Viburnum Carlesii

Two-year transplants in:

Cotoneaster Divaricata

Euonymus Vegetus

Ilex Convexa (cuttings)

Taxus Brevifolia

Taxus Cuspidata (spreading)

Taxus Hatfieldi

One-year transplants in:

Forsythia Spring Glory (new)

Juniperus Hetzi

Magnolia Soulangeana

(grown from cuttings)

Regel's Privet (genuine)

SALABLE STOCK

DDT-treated to be shipped outside Beetle Area.

Taxus Cuspidata (spreading)
15 to 18 ins. and 18 to 24 ins.

Taxus Hatfieldi
18 to 24 ins.

Ask for complete list on LINERS and FINISHED STOCK. Your inspection is cordially invited at any time.

C. HOOGENDOORN

Turner Rd. NEWPORT, R. I.

that managed to produce a nut before it was again stricken by blight. There are also some chestnut trees on the west coast, but these are introductions and not forest trees.

These trees are really the casualties of time and evolution. While we are living too close to them to see the change, they are trees on the road to extinction from one cause or another, and it is interesting to note man's effect on them.

BOSTON EXHIBITION

A spectacular competitive exhibition staged by the Massachusetts Horticultural Society in cooperation with the New England Rose Society was held at Horticultural Hall, Boston, Mass., June 24 to 27, in connection with the 17th annual convention of the Men's Garden Clubs of America, Inc., at the Sheraton Plaza hotel.

Hosts for the convention were the Men's Garden Club of Boston and the Massachusetts Horticultural Society.

Among the speakers who appeared at the convention were Dr. George Valley, Bristol Laboratories, who spoke about "Antibiotic Project"; Dr. R. Milton Carleton, research director of Vaughan's Seed Co., "Seed Germination, an Intricate Process"; Prof. B. S. Pickett, Department of Agriculture, Washington, D. C., "Home Gardening Is Big Business"; Walter Piper, of the state department of agriculture, "More About 'Johnny Appleseed'"; Clarence Barbre, Monsanto Chemical Co., "Krilium"; F. B. Woodroffe, associate editor of Better Homes and Gardens magazine, "Seed of Satisfaction," and F. F. Rockwell, New York, "Liberty Garden Vegetables."

Prize-winning Exhibits

Alexander Heimlich, Woburn, won a first prize with a decoration that appeared on the stage of the main exhibit hall. The display consisted of a large ledge formation, blooming with summer-flowering alpine plants, and a still pool among masses of coral-bells, sedums, achilleas and other plants.

Cherry Hill Nurseries, West Newbury, arranged two displays, each of which won first prize. One was a still pool surrounded by colorful Japanese peonies, and the other featured peonies against arborvitae. A group of flowering shrubs won a silver medal for the Arnold Arboretum, Jamaica Plain.

The stage of the lecture hall was done by Bay State Nurseries, North Abington, and was built around a

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(Prices subject to change without notice)

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Terms and conditions adopted by American Association of Nurserymen: 2 per cent 10 days; 30 days net.

Azalea amoena , Each	
15 to 18 ins.	\$ 2.50
18 to 24 ins.	3.25
2½ to 3 ft.	6.00
3 to 2½ ft.	8.50
3½ to 4 ft.	10.00
Azalea Hindogiri , Each	
24 to 28 ins.	5.00
28 to 32 ins.	7.50
32 to 36 ins.	10.00
Azalea hino-crimson , Each	
24 to 28 ins., heavy	7.50
28 to 32 ins., heavy	11.00
Taxus cuspidata capitata , Each	
5½ to 6 ft., heavy	23.00
6 to 7 ft., heavy	26.50
7 to 8 ft., heavy	35.00
Taxus cuspidata (spreading Yew), Each	
2 to 2½ ft.	5.00
2½ to 3 ft., heavy	7.00
3 to 3½ ft., heavy	9.00
3½ to 4 ft., heavy	11.00
Taxus brevifolia , Each	
15 to 18 ins.	3.50
18 to 24 ins.	4.50
4 to 5 ft.	12.00
5 to 6 ft.	15.00
Taxus repandens , Each	
2 to 2½ ft.	4.50
2½ to 3 ft.	5.50
Thuja occidentalis , Each	
2 to 4 ft.	3.50
4 to 5 ft.	4.50
5 to 6 ft.	5.50
6 to 7 ft.	6.75
7 to 8 ft., heavy	10.00
10 to 12 ft., heavy	14.00
Thuja occidentalis pyramidalis , Each	
3½ to 4 ft.	3.50
4 to 5 ft.	4.25
Thuja occidentalis nigra , Each	
3 to 4 ft.	3.75
Thuja, globe , Each	
18 to 24 ins.	2.00
Blueberry hybrid varieties , Each	
2½ to 3 ft., heavy	2.50

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On own roots.

Large plants, 5 ft. and up.

Charles X, William Robinson, Pres. Gray, Leon Gambetta, etc.

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AMERICAN ARBORVITAE, 10 ft.

An assortment of heavy stock for landscaping.

RED LAKE RED CURRANTS,

2-yr. No. 1

SAMUEL FRASER NURSERY
GENESEO, N. Y.

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Splendid Stock

Write for Special Quotations

LESTER C. LOVETT
MILFORD DELAWARE

POTTED LINERS

FIELD LINERS

GRAFTS

HEASLEY'S NURSERIES
Freeport Rd. BUTLER, PA.

TAXUS

Upright, 3 to 14 ft.

Truckloads only, no boxing.

BULK'S NURSERIES
BABYLON, L. I., N. Y.

patio of flagstones edged with Artemisia Silver Dome. The background was of dark blue delphinium, shrubs and trees. A special prize was awarded.

A silver medal and a first prize were won by Joseph Breck & Sons for a scene depicting a garden bench, complemented with plantings of lilies, Canterbury bells, delphinium, Eremurus bungei and Lilium Fire King. To the left of this hall there was another display by Breck's, with masses of giant eremurus and Peruvian lilies.

The back of the hall was done by Butterworth's, Framingham, and showed a magnificent display of orchids, which received a first prize.

In addition, other firms, private individuals and clubs set up attractive displays.

OAK WILT RESEARCH

New techniques that will aid research on oak wilt, the devastating fungus disease of the oak tree, are being developed in the greenhouse laboratories of the Battelle Memorial Institute, Columbus, O. Work by Battelle scientists is progressing under the sponsorship of D. B. Framp-ton & Co., a timberland owner and lumber manufacturer. The fungus growth acts to shut off the oak tree's water supply, according to Dr. K. Starr Chester, who heads the research activities at the institute. Although eventually fatal to all known kinds of oak, its attack on red oaks is most rapid, killing them within six months. The only effective means of controlling the disease, as yet, is by destroying infected trees and separating their roots from those of adjoining trees, Dr. Chester continued.

Two of the several techniques contributed by the Battelle institute to the nation-wide research on the oak wilt are the successful forcing into leaf during winter of red oak seedling buds, enabling scientists to study the fungus throughout the year, and the method of inoculating the fungus into healthy red oak seedlings, a method that greatly reduces the time needed for the trees to become infected, which is an essential condition for experimentation under controlled greenhouse conditions.

PLAINVIEW NURSERY, Plainview, Tex., had its name changed by owner Edward Aylesworth to Enchanted Gardens.

TOBACCO research will be emphasized at the field day given by the Connecticut agricultural experiment station on August 20.

For those special landscape jobs that require **BIG** material...

Towson Nurseries has one of the most complete stocks of large specimen material in the world

- **LARGE SPECIMEN TAXUS** (in many varieties)
- **HYBRID RHODODENDRON**
- **SHADE TREES**
- **HEMLOCK**
- **AZALEAS**

For
32 years
one of America's
leading nurseries



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CONTRACT GROWING A SPECIALTY

Wholesale

Since 1918

NORTH COLLINS, N. Y.

Owned and operated by Ivan R. Congdon

Grapevines, 1 and 2 years old
Blackberries, Currants and Shrubs
Black and Purple Raspberries, Tips and Transplants
Red Raspberries, No. 1 and Transplant Grades

Grown in the heart of Erie County, New York,
one of the largest small fruit sections in the world.



PRINCETON NURSERIES

A very complete line of
Quality Ornamental Stock.

Come to see us.

Send us your Want List

Write for catalog.

PRINCETON NURSERIES

Ph. Princeton 1776 PRINCETON, N. J.

LINING-OUT STOCK

IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

DEERFIELD NURSERIES

DEERFIELD STREET P. O., N. J.

LINERS

	Per 100	Per 1000
Taxus Media Brevifolia, R.C.	\$ 10.00	\$90.00
Taxus Media Hatfieldi, R.C.	9.00	80.00
Taxus Cupidata Spreading, R.C.	9.00	80.00
Taxus Cupidata Upright (tips), R.C.	11.00	....
Retinospora Plumosa Aurea, R.C.	9.00	80.00
Moerhelm Blue Spruce (grafts)	100.00	....

BROUWER'S NURSERIES

Box 25 New London, Conn.

LANDSCAPE-SIZE SHRUBS

<i>Clethra alnifolia</i>	Per 10	Per 100
18 to 24 ins.	\$ 3.50	\$ 30.00
2 to 3 ft.	5.00	40.00
<i>Ilex verticillata</i>		
2 to 3 ft.	5.00	40.00
3 to 4 ft.	6.00	50.00
<i>Viburnum cassinoides</i>		
2 to 3 ft.	5.00	40.00
<i>Viburnum dentatum</i>		
2 to 3 ft.	4.00	30.00
3 to 4 ft.	6.00	50.00

CLUMP BIRCH

Paper Birch	
5 to 6 ft., 3 stems up.	25.00 200.00
Gray Birch	
4 to 6 ft., 3 to 6 stems.	20.00 150.00

PAPER BIRCH

<i>Betula papyrifera</i>	Per 100	Per 1000
2 to 3 ft.	\$ 8.00	\$ 70.00
3 to 4 ft.	25.00	200.00
4 to 6 ft.	40.00	300.00
6 to 8 ft.	100.00	

SUGAR MAPLE

<i>Acer saccharum</i>	
2 to 3 ft.	12.00 100.00
3 to 4 ft.	30.00 250.00
4 to 6 ft.	60.00 500.00
6 to 8 ft.	100.00

HEMLOCK TRANSPLANTS

We have approximately 20,000 of each grade. These were transplanted in the spring of 1951 and have nice bushy tops and excellent fibrous roots.

Canadian Hemlock, transplants	Per 100	Per 1000
6 to 8 ins.	\$12.00	\$100.00
8 to 12 ins.	20.00	180.00

All the Shrubs, Birches and Sugar Maples are first-quality collected material. Send for complete list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.

ISAAC LANGLEY WILLIAMS

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EXETER, N. H.

AZALEA KURUME

2-yr. T. 4 to 8 ins., \$15.00 per 100. Very hardy. Will stand 19 degrees below zero. Gives a great variety of colors and types, from choice whites to orchids, deepest pinks and reds.

Also *Azalea Hinoegiri*, 3 to 5 ins., T. \$15.00 per 100.

ALANWOLD NURSERY

NESHAMINY, Bucks Co., PA.

FIVE HUNDRED ACRES OF ORNAMENTAL STOCK

Both evergreens and deciduous in liners and finished materials. Our list will be available in August.
FAIRVIEW EVERGREEN NURSERIES
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Growers of Quality Ornamental Stock.
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GROW XMAS TREES

OR FOREST TREES

Write for Christmas Tree Grower's Guide—by America's largest growers. Box 39

MUSSER FORESTS, INC., INDIANA, PA.

OKLAHOMA CITY NOTES

Oklahoma nurseries have distributed a total of 6,000,000 trees during the past year, the forestry division of the Oklahoma planning and resources board has announced. Final estimate released recently show a total of 6,211,000 trees distributed, which is three times the total of any previous year. The increase was caused, mainly, by increased tree planting by the state's lumber industry, officials said.

The 3,950 acres planted during the past year raised the total of tree-planted acreage in the state since 1927 to 86,799 acres. This includes the large acreage in the great plains shelterbelt program as well as farm windbreaks, wood lots and reforestation.

Judging by unofficial spot reports from different localities in the state, it may be tentatively surmised that the nursery business in Oklahoma has had a good year. This, of course, is in harmony with reports received from other parts of the country, also.

Mimosa trees are becoming increasingly popular each year; most Oklahoma City nurseries have sold their entire mimosa supply, and yet the demand continues. Shortages that appear certain for this fall will include grafted junipers, flowering shrubs and 6-foot trees needed for landscaping. Several nurserymen reported fewer roses left over this year than usual.

Hot weather has slowed down growth and many nurserymen are now irrigating; during the first part of July rains were a big help to the businesses in this area, but now, constant watering is necessary.

Mr. and Mrs. A. B. McFarland, of McFarland Nurseries, Bethany, returned July 10 from a tour of Europe. Leaving May 16 on the Constitution, they enjoyed a Mediterranean tour and then visited Switzerland, England, Italy and France before returning home.

Mr. and Mrs. Warren Welch and family, of Capitol Gardens, left August 2 for a short vacation, most of which will be spent at their cabin in Colorado. Capitol Gardens have recently purchased and developed a new 160-acre wholesale place on Highway 66, which will be operated in connection with the retail business in the city, where Mr. Welch expects to spend most of his time, with Hugh Payne, Jr., landscape architect, in charge of the retail yard.

Mr. and Mrs. Gene Porter, Porter's Nurseries, have completed their plans to attend college at Edmond this fall. This will be followed by

TAXUS

- 1000 *Taxus Capitata* (Upright), heavy, closely sheared specimens, 2 to 5 ft.
1500 *Taxus Hicksi*, *Vermeulen*, *Hatfieldi*, *Brevifolia* and *Cuspidata*, 2 to 3½ ft.
300 *Blue Spruce*, 2 to 6 ft.
500 *Japanese Boxwood*, 1½ to 2 ft.
B & B for pickup at nursery.
Inspection invited.

BROOKFIELD GARDENS

Rt. 6 DELAWARE, N. J.

MEEHAN'S NURSERY

1852 100 YEARS 1952

Owned and operated by the MEEHAN FAMILY.

If you placed your order for LINING-OUT STOCK this spring too late to receive all of it, then please note our FALL, 1952, Price List will be ready early in October. If there are any special items you are interested in, send us your list around August 1, and we will be glad to tell you what we hope to supply.

THOMAS B. MEEHAN CO., INC.
DRESHER, PA.

QUALITY MERCHANDISE AT REASONABLE PRICES

VANDERBROOK NURSERIES

MANCHESTER, CONN.

Wholesale Nurserymen Since 1922

We never talk about the other fellow's low prices; he knows what his merchandise is worth. We grow good evergreen liners. Ask for our wholesale list.

The STEDMAN NURSERIES
NEWFANE, N. Y.

NORTHERN COLLECTED EVERGREENS

FERNS

PLANTS

SHRUBS

WILLIAM CROSBY HORSFORD
Charlotte, Vermont

Choice Varieties of Lining-out Stock.
Write for our price list.

PALLACK BROS. NURSERIES, Inc.
Route 19, 31 mi. north of Pittsburgh, Pa.
Ph.: Zelienople 476-J21
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EVERGREENS

Seedlings and Transplants
For Fall, 1952, and Spring, 1953.
Write for Price List and Planting Guide.
CLEARFIELD BITUMINOUS COAL CORP.
Department of Forests
INDIANA, INDIANA CO., PA.



**Soil Fumigation
can be Profitable!**

DOWFUME® MC-2

Controls weed seeds and soil pests

Users of this effective Dow soil fumigant realize substantial profits over and above the cost of treatment. Here's why: Gassing your indoor and outdoor seed beds with Dowfume MC-2 before planting kills most weed and grass seeds, grass stolons, roots of perennial plants, nematodes and soil insects throughout the tilled layer of soil. At higher dosages, certain soil-borne disease fungi are controlled.

Dowfume MC-2 contains Methyl Bromide for quick, thorough penetration and rapid aeration. Planting may be done within 48 to 72 hours after soil treatment. Ask your greenhouse supplier for Dowfume MC-2 and the sample equipment for its application. Or write our Fumigant Department for information about the low-cost trial kit available for those who would like to try Dowfume MC-2 on a trial basis.



THE DOW CHEMICAL COMPANY • MIDLAND, MICHIGAN

a complete course in horticulture at Oklahoma A & M College.

Many nurserymen in this area are planning to return from vacations, have improvements made at nurseries and otherwise be ready to attend the meeting of the Texas State Nurserymen's Association convening at the Adolphus hotel, Dallas, August 26 to 28. B. H. P.

McHUTCHISON ANNIVERSARY

Well-known distributors of horticultural products from many parts of the world, McHutchison & Co., New York city, recently celebrated their 50th anniversary. James McHutchison, the founder, was born in Australia in 1873 and started in the horticultural business at the age of 15 as a representative of a leading Melbourne nurseryman. Coming to America in 1896, he worked first for a New York horticultural importer, then founded his own business in 1902.

F. W. HATCH has been appointed vice-president of the Julius Hyman & Co. division of Shell Chemical Corp. The new division is the result of the recent purchase of the Denver, Colo., agricultural chemical firm by the Shell Chemical Corp.

GUARANTEED-TO-LIVE TRANSPLANTED EVERGREENS

	Per 1000
American Arborvitae, 5-yr. transplants, (2-3), 8 to 15 ins.	\$65.00
Balsam Fir, 3-yr. transplants, (2-1), 2 to 5 ins.	55.00
Douglas Fir, 4-yr. transplants, (2-2), 3 to 8 ins.	65.00
Austrian Pine, 4-yr. transplants, (2-2), 5 to 10 ins.	60.00
Banks Pine, 3-yr. transplants, (2-1), 5 to 10 ins.	35.00
Mugho Pine, 4-yr. transplants, (2-2), 3 to 6 ins.	50.00
Red Pine, 4-yr. transplants, (2-2), 5 to 8 ins.	60.00
Scotch Pine, 3-yr. transplants, (2-1), 3 to 8 ins.	55.00
White Pine, 3-yr. transplants, (2-1), 3 to 5 ins.	45.00
Norway Spruce, 3-yr. transplants, (2-1), 2 to 5 ins.	50.00
Norway Spruce, 4-yr. transplants, (2-2), 3 to 7 ins.	65.00
White Spruce, 3-yr. transplants, (2-1), 2 to 5 ins.	45.00
White Spruce, 4-yr. transplants, (2-2), 4 to 8 ins.	55.00

TERMS

Cash with order, or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts, 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind ask for retail price list. No extra charge for boxes or packing.

OUR GUARANTEE

Ninety per cent of all transplants sold at regular wholesale prices, as quoted in this list, are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1953.

We believe that we grow and ship more transplanted evergreen trees than any other privately owned nursery in the country. Several other varieties of transplants and seedlings available. Send for complete list of stock.

WESTERN MAINE FOREST NURSERY CO. DEPT. AN-832 FRYEBURG, MAINE

TAXUS MEDIA HALLORAN

Past winters have proved this variety to be very well adapted for the middle western climate. We have 1, 2 and 3-year liners to offer.

VERKADE'S NURSERIES

NEW LONDON, CONN.

GET TO KNOW LEGHORN'S FOR YOUR BETTER EVERGREENS

If you are interested in Top-Quality Yews for your better landscape jobs, we can furnish some beautiful heavy **Taxus Capitata** in sizes 3½ to 4 ft. to 5½ to 6 ft. Heavy, full plants, several times transplanted. Call at the nursery and inspect this stock. You are always welcome.

LEGHORN'S EVERGREEN NURSERIES

Geer St., Cromwell, Conn.
Telephone Middletown 7-0944

FOR FALL, 1952

we offer a nice assortment of:

Seedlings

Cuttings, from 2¼-inch pots

Ericaceous Plants, from 2¼-inch pots

Limited quantities of pot-grown grafts in **Juniperus** and **Magnolias**; also one-year transplanted grafts in **Japanese Quince** and **Flowering Crabs**.

Our fall list will be out soon.

If you are not on our mailing list, send for a copy.

We shall have our usual line of grafted material for spring, 1953, delivery.

HESS' NURSERIES

MOUNTAIN VIEW, N. J.

HEMLOCK

Rhododendron — Kalmia

Azalea

CURTIS NURSERIES

CALICOON, N. Y.

BURR

Leading wholesale source for
Nursery Stock

Send us your Want List.

C. R. BURR & CO., INC.
Manchester, Conn.

Largest Collection of
American-English-Chinese

HOLLY

Send for
Booklet
Today



Hardy, Healthy
Guaranteed Stock.
Write today for
TRADE LIST.

Wilmar
HOLLY CO.
BOX 304 - NARBERTH - PA.

BOULEVARD NURSERIES

Newport, R. I.

- Lining-Out Stock
- Root-Thru Plant Pots
- Samples and Prices on Request

NEW PEACH UNDERSTOCK

Until about 1934, the peach understocks planted by the nurserymen of the United States were supplied from seedlings grown in Georgia, North Carolina and Tennessee. At that time, the government formed a disease eradication program and had all of these seedlings cut down and destroyed. That left the nurserymen with the problem of finding a new understock to continue their peach tree production. Consequently, about that time, nurserymen started using a peach pit from California.

A group of large producers of fruit trees started looking for a new understock that would be as good as or better than the Tennessee Natural. After much searching and testing, two seedlings were finally decided upon, one a red leaf, the other a green leaf, both being Tennessee Naturals.

In 1945, a company was formed and a site for the new orchard was bought at Kingston, Tenn. The first year about a third of the orchard was planted, one half to the green leaf and one half to the red leaf.

After further testing and deliberation, it was decided at the end of the first year to produce only the red leaf; consequently, the green-leaved trees were topped-worked to the red-leaved trees. It was decided to name this new understock the Kingston Red Leaf.

There were many reasons why it was decided to produce the Kingston Red Leaf in preference to all others. It was found to be compatible with all varieties of peaches, plums and apricots that had been tested. It was perfectly hardy, having been tested to 20 to 30 degrees below zero Fahrenheit in northern experiment stations. Dr. Brooks Drain, of the University of Tennessee, tested it for nematode resistance and found it to be free from some but not all strains of nematode. It establishes a fibrous root system and the tree budded on it will average one size larger than other understocks tested, it is reported. In this budding, because the sprouts are red instead of green, which is the same color as the bud, tests are reported to show that a labor saving of 25 to 40 per cent is not uncommon. The seeds have high germination and are small in size, averaging about 6,000 seeds per bushel.

The stockholders of this corporation are Buntings' Nurseries, Inc., Selbyville, Del.; C. R. Burr & Co., Manchester, Conn.; Stark Bros. Nurseries & Orchards Co., Louisiana, Mo., and Washington Heights Nurseries, Knoxville, Tenn.

LOCUST SEED TREATMENT

A successful hot-water method of treating honey locust seeds to induce rapid germination has been developed at the Navajo Tribal Nursery, at Shiprock, N. M. Locust seeds are slow to germinate without treatment because the seed coat is practically waterproof. Nurserymen have found that the seed coat could be softened by hot water, but germination was uneven because part of the seeds did not respond to the treatment. The Shiprock method solves this problem by bringing a kettle of water to a bubbling, steaming boil over a hot flame. Honey locust seeds at the rate of one pound per gallon of water are poured into the boiling water. The water and seeds are allowed to cool down slowly and are held at room temperature for 15 to 18 hours. Then the water is poured off, and the seeds are graded with an 11/32 round-hole screen. Seeds affected by the treatment have swollen to at least twice normal size and will not go through the screen. Seeds unaffected by the boiling water go through the screen and can be treated a second or a third time, or until they finally give up and respond to the treatment.

Treated seeds planted immediately in warm moist soil germinated and came up in less than a week. Germination tests of treated seeds showed over 95 per cent germination, and field germination was 92 per cent. Seeds allowed to dry thoroughly before planting germinated more slowly; otherwise, germination was not affected by the drying process. The storage life of treated seeds has not been determined.

The Navajo Tribal Nursery is operated by the soil and moisture conservation division of the Navajo service in cooperation with the Navajo tribe. Trees and shrubs are grown for erosion control, windbreaks, shelterbelts, wood lots and fruit production. Distribution is made to Indian reservations in the western and southwestern parts of the United States.

SELLING his property at Cedar Springs, Tex., J. O. Lambert, Lambert Landscape Co., has concentrated all the operations of his firm on an area along the Northwest highway, near Dallas, called Lambert's Green Barn.

HOWARD EDDY, a member of the family who have long operated the Howard Lake Nursery, Howard Lake, Minn., has opened his own firm, the Hutchinson Nursery, near Hutchinson, Minn.

CHOICE SEEDLINGS

In propagating seedlings for our own fields, we produced some varieties in a little larger quantity than we had planned. They are extra-strong, well-rooted and Monroe-grown. You will note excellent varieties are listed, but some are available in comparatively small quantities. Order at once to avoid disappointment. Prices F.O.B. Monroe, packing at cost.

Variety:	Age	Approx. Size	Price	
			Per 100	Per 1000
<i>Acer ginnala</i>	2-0	6/24/52 12 to 15 ins.	\$20.00	\$175.00
<i>Acer tataricum</i>	2-0	9 to 15 ins.	12.50	100.00
<i>Aesculus hippocastanum</i>	2-0	12 to 20 ins.	20.00	175.00
<i>Amorpha fruticosa</i>	2-0	6 to 12 ins.	7.50	65.00
<i>Aronia arbutifolia</i>	2-0	4 to 6 ins.	5.00	
<i>Berberis thunbergii</i>	3-0	6 to 12 ins.	4.00	35.00
<i>Chaenomeles japonica</i>	2-0	6 to 12 ins.	7.50	65.00
<i>Celastrus scandens</i>	2 yr. #1		4.50	40.00
<i>Cercis canadensis</i>	3-0	12 to 18 ins.	22.50	200.00
<i>Cotinus coggygia</i>	2-0	6 to 12 ins.	10.00	90.00
<i>Cotoneaster divaricata</i>	3-0	6 to 12 ins.	17.50	150.00
<i>Cotoneaster racemiflorus soongaricus</i>	3-0	6 to 12 ins.	17.50	150.00
<i>Euonymus europaeus</i>	3-0	6 to 12 ins.	8.50	75.00
<i>Fraxinus americana</i>	2-0	12 to 20 ins.	20.00	175.00
<i>Parthenocissus tricuspidata</i>	2 yr. #1		4.50	40.00
<i>Prunus commutata</i>	2-0	6 to 12 ins.	10.00	85.00
<i>Rhamnus frangula</i>	2-0	6 to 9 ins.	8.50	75.00
<i>Rhamnus saxatilis</i>	2-0	12 to 15 ins.	10.00	85.00
<i>Rhamnus</i> , No. 119262	2-0	6 to 9 ins.	10.00	85.00
<i>Robinia pseudoacacia</i>	2-0	12 to 20 ins.	20.00	175.00
<i>Rosa multiflora</i>	3-0	18 to 24 ins.	4.00	
<i>Sorbus aucuparia</i>	2-0	6 to 12 ins.	6.00	50.00
<i>Viburnum lanfana</i>	2-0	6 to 12 ins.	10.00	85.00

ILGENFRITZ NURSERIES, INC.

THE MONROE NURSERY

MONROE, MICH.

ATTENTION: LANDSCAPING AND SALESYARDS.

For Fall and Spring shipment.

Beautiful stock in upright and spreading evergreens.

FOR NURSERIES:

First-class evergreen liners ready for nursery rows.

Ask for our list or better still visit us and see for yourself.

PAUL OFFENBERG NURSERIES

3415 E. Livingston Ave.

COLUMBUS 9, OHIO

GROWERS

EVERGREEN TREE
LINING-OUT STOCK

For Fall 1952—Spring 1953

SUNCREST EVERGREEN NURSERIES

P. O. Box 594 Johnstown, Pa.

A General Line of
FRUIT and ORNAMENTAL
TREES and PLANTSBUNTINGS' NURSERIES, Inc.
Box 3 SELBYVILLE, DEL.

20 MILLION TREES A YEAR?

Complete line of Nursery Stock—
Evergreen Seedlings and Transplants, Hardwood Seedlings, Fruit, Shade and Nut Trees, Roses, Berries, Shrubs and Rhododendrons.

MUSSEY FORESTS, Inc.
Indiana, Pa.



THUJA OCCIDENTALIS COMPACTA ERECTA (NEW)

We offer this new variety in rooted cuttings; also established stock from 2 1/4-in. pots.

Write for descriptive folder in color.

THE WESTMINSTER NURSERIES
WESTMINSTER, MD.

SHEPARD NURSERIES

Growers and Distributors of
ORNAMENTAL NURSERY STOCK

Truckloads only, no boxing.

60 acres growing. Skaneateles, N. Y.

Coming Events

MEETING CALENDAR

August 17 to 19, annual meeting of the Southern Nurserymen's Association, Admiral Semmes hotel, Mobile, Ala.

August 18 to 22, National Shade Tree Conference, Hotel Statler, Boston, Mass.

August 21, annual summer meeting of the Pennsylvania Nurserymen's Association, Eisler's Nursery, Butler, Pa.

August 25 to 27, convention of the Texas Association of Nurserymen, Hotel Adolphus, Dallas.

August 25 to 27, annual meeting of the Northern Nut Growers Association, Indiana Nut Nursery, Rockport, Ind.

September 8 and 9, Washington State Nurserymen's Association, Edmond Meany hotel, Seattle.

September 8 to 15, International Horticultural Congress, Royal Horticultural Society Hall, London, England. (See program May 1 issue.)

September 10, fall meeting, Western Pennsylvania Nurserymen's Association, Webster hall, Pittsburgh.

September 10 and 11, annual meeting of the Oregon Association of Nurserymen, Multnomah hotel, Portland, Ore.

September 16 to 18, convention of the California Association of Nurserymen, Catalina island.

September 17, summer meeting of the Nebraska Association of Nurserymen, Marshall Nurseries, Arlington, Neb.

September 19 and 20, convention of the nurserymen's group of the Louisiana State Horticultural Association, at Lafayette.

October 3 to 5, Texas Rose Festival, Tyler, Tex.

October 4 to 7, trade meet for Florida nurserymen, Winter Haven, Fla.

CALIFORNIA CONVENTION

Two officers of the American Association of Nurserymen are to be speaker-guests at the convention of the California Association of Nurserymen, to be held on Catalina island, September 16 to 18. President Peter J. Cascio, and the executive secretary, Dr. Richard P. White, are to address the convention during its last day.

The official opening of the convention will be preceded, on September 15, by a meeting of the state board of directors of the California association. The opening business session on the next day will hear President Herman J. Sandkuhle present his annual report, followed by the report of Executive Secretary Elmer J. Merz. The first speeches of the convention will then be given by Dr. V. T. Stoutemyer, University of California at Los Angeles, and Claude Chidamian, University of Southern California, Los Angeles.

Speaker at the keynote luncheon will be Manchester Boddy. Meetings of special groups in the industry

will occupy the afternoon; the retailers, bedding plant growers, landscape men and wholesalers will begin their individual sessions at 3 p. m. That evening there will be dancing and entertainment for all the members.

Wednesday is to be left open for sports, to include fishing, a horseshoe tournament, baseball games, golf and croquet. The big meal of the day will be luncheon, for which an authentic Hawaiian luau is being prepared. From the description of this it should last most of the afternoon. The main course will be a barbecued goat, boar and beef with all the trimmings, plus Hawaiian music. The evening will again feature dancing and entertainment, with movies as an added attraction.

A business session will open the last day of the convention, and Mr.

Cascio and Dr. White will give their addresses. Another speaker at this session will be Channing Jones, California Spray Chemical Corp. Speaker at the final luncheon will be Rear Admiral Leslie E. Gehres, U.S.N. (ret.) The president's banquet will be held that evening, and entertainment and dancing will last into the wee hours of the morning.

TEXAS ROSE FESTIVAL

The heart of the rose country, a 50-mile area surrounding Tyler, Tex., is now fragrant with the aroma of rose blooms and ready for the Texas rose festival to be held from October 3 to 5.

Tyler is shaping plans to entertain some 250,000 persons at the 15th annual festival.

The 3-day celebration will be opened by the governor of Texas by cutting the ribbon at the rose show, an extravaganza of hundreds of thousands of floral blooms of all colors and varieties. That night the

PEONIES FOR EARLY FALL PLANTING

For Cut Flowers

For Garden and Landscape Plantings

For Show Flowers

Or Just to Color

Peonies are a specialty with us, and we are growing them in quantity in a wide assortment of varieties, for a wide assortment of purposes. We will be digging in September from an unusually good block of 3-year-olds. Write for our price list, which will offer close to 250 varieties.

Wholesale Growers of a general assortment of ornamentals for the best landscape plantings.

BRYANT'S NURSERIES

PRINCETON

ILLINOIS

GOODRICH BUDDING STRIPS

Do not get "caught short" when budding time is here next summer.

Order now and give us a shipping date to be sure your Budding Strips will be on hand when needed.

THOMAS B. MEEHAN CO., Inc.
DRESHER, PA.

PACHYSANDRA

The ideal permanent evergreen ground cover plant for shady areas in all climates. Strong, well rooted, 1-yr.-old plants, \$3.75 per 100; \$35.00 per 1000; \$32.50 per 1000 for 5000 or more. Prompt shipment anywhere.

PEEKSKILL NURSERY SHRUB OAK, N. Y.

ORNAMENTAL EVERGREENS

Trees & Shrubs

BAGATELLE NURSERY

P. O. Huntington Station, N. Y.

EVERGREENS

Hanks Pine, transplants, 4-yr., 2-2, 18 to 20 ins., \$10.00 per 100; \$70.00 per 1000. Scotch Pine, seedlings, 3-yr., 12 to 15 ins., 100% branched, \$10.00 per 100; \$70.00 per 1000.

Cash with order. Shipped express collect.

STRICK & ALLYN CO.
R. D. 1 ELMIRA, N. Y.

queen's coronation will be held, climaxed by the queen's ball.

On Saturday morning a colorful parade of scores of floats, decorated with live roses, will wind through Tyler's festooned streets and pass through Rose stadium, where seats are provided for spectators.

The rose show and rose field tours will continue through the entire three days. On Sunday, rose vesper services will be held.

PENNSYLVANIA MEETING

The Western Pennsylvania Nurserymen's Association and John M. Eisler, John M. Eisler's Nurseries, will be hosts to the Pennsylvania Nurserymen's Association when they hold their summer meeting, August 21, at Mr. Eisler's Connoquenessing Nursery, a few miles west of Butler, Pa. The 1-day outing will start at 10 a. m. with field demonstrations and inspection of the nursery and garden shop. Buffet luncheon will be served at 1 p. m., followed by a business meeting, a ball game and other sports. Dinner at 6 p. m. and some entertainment will conclude the day.

NEBRASKA MEETING

The Nebraska Association of Nurserymen will hold a 1-day summer meeting September 17, members congregating first at Marshall Nurseries, Arlington, Neb. There will be a tour through the Marshall firm in the morning, and then the members will drive into Fremont for lunch. The afternoon will be spent at the Plumfield Nurseries, Fremont.

H. B. CHASE NOT MAYOR

The August 1 issue of the American Nurseryman erroneously described H. B. Chase as the mayor of Mobile, Ala., and gave him the task of the welcoming address at the convention of the Southern Nurserymen's Association, August 17. With no slight intended to "Uncle Henry," as he is known in the industry, we regret this unintentional identification, which resulted when a line of type was dropped by a hasty typesetter. Mr. Chase will be active at this first session of the convention, however, as he will give the association's response to the mayor's welcoming address.

COLEMAN NURSERY, Portsmouth, Va., was recently incorporated. Officers of the new corporation are John E. Coleman, president; Arnold E. Smerda, vice-president; Helen E. Smerda, treasurer, and Arthur J. Lancaster, Jr., secretary.

LINING-OUT STOCK

Write for our illustrated list

	Per 100	Per 1000	Per 10,000
Colorado Blue Spruce, 3-2, 6 to 9 ins.	\$16.00	\$150.00	.....
Colorado Blue Spruce, 3-2, 4 to 6 ins.	10.00	80.00	.....
Colorado Blue Spruce, 3-0, 4 to 6 ins.	6.00	32.00	\$300.00
Colorado Blue Spruce, 3-0, 2 to 4 ins.	4.00	20.00	180.00
Black Hills Spruce, XXX, 12 to 15 ins.	50.00	.....	.....
Black Hills Spruce, XXX, 9 to 12 ins.	30.00	.....	.....
White Spruce, 3-3, 9 to 12 ins.	15.00	.....	.....
White Spruce, 3-3, 6 to 9 ins.	10.00	.....	.....
White Pine, 2-3, 6 to 12 ins.	15.00	.....	.....
White Pine, 3-0, 3 to 8 ins.	5.00	25.00	.....
Mugho Pine, XX, 6 to 10 ins.	50.00	.....	.....
Mugho Pine, 2-2, 4 to 6 ins.	15.00	.....	.....
Norway Pine, 2-0, 2 to 4 ins.	4.00	18.00	.....
Banks Pine, 3-0, 8 to 16 ins.	6.00	25.00	.....
Austrian Pine, 2-0, 3 to 6 ins.	5.00	25.00	.....
Douglas Fir (Pseudotsuga Taxifolia Glaucal), 2-0, 3 to 8 ins.	5.00	25.00	220.00
Taxus Media Hicksi, X, 8 to 10 ins.	25.00	.....	.....
White Birch, 2-2, 10 to 18 ins.	10.00	.....	.....
White Birch, 2-0, 8 to 16 ins.	7.50	40.00	.....

SCOTCH PINE

	Per 100	Per 1000	Per 1000 in 10,000 lots	Per 1000 in 100,000 lots
Scotch Pine, 2-1, 3 to 8 ins.	\$9.00	\$45.00	\$40.00	.....
Scotch Pine, 3-0, 5 to 10 ins.	7.50	30.00	28.00	\$26.00
Scotch Pine, 2-0, 3 1/2 to 8 ins.	6.00	25.00	23.50	22.00
Scotch Pine, 2-0, 2 to 3 1/2 ins.	4.00	16.00	15.00	14.00

Samples on request

TERMS: Cash with order please; or 25 per cent deposit, balance before shipment.

5 per cent discount if balance paid before shipping on Fall orders; paid before December 1, 1952, on Spring orders.

25 at 100 rate, 250 at 1000 rate; all seedlings in multiples of 50, all transplants in multiples of 10.

Minimum order \$10.00.

Packing at materials cost; charges billed when shipped.

MATTHEWS NURSERY

Telephone 123 or 732

HARBOR SPRINGS, MICH.

LINING-OUT TAXUS

MANY VARIETIES

Write for List.



**EAGLE CREEK
NURSERY CO.**

NEW AUGUSTA, IND.

Trees, Evergreens, Shrubs Fruit Trees

Write for Our Wholesale Trade List

W. - T. Smith Corporation.
Telephone 2689 GENEVA, N. Y.

10,000 Certified Moerheim

Blue Spruce 60c each

Strong rooted cuttings, potted in quart containers. \$60.00 per 100

Packing Charge, 10 Per Cent;
Cash with Order

Would you like to root Blue Spruce as easily as you would Pfitzer Juniper? We can teach you for a reasonable charge.

KENHAVEN GARDENS

Route 1, Box 32
ROGERS, ARK.

NEPCO LAKE QUALITY

2-Yr. SEEDLINGS

AUSTRIAN PINE

4 to 6 ins.

(Pinus nigra ausrtiaca)

\$35.00 per 1000**SCOTCH PINE**

4 to 6 ins.

(Pinus silvestris, var. rigensis)

\$30.00 per 1000**SCOTCH PINE**

6 to 8 ins.

(Pinus silvestris)

\$40.00 per 1000

Write for complete price lists

NEPCO LAKE NURSERY
PORT EDWARDS, WIS.

Member A. A. N.

LAKE'S
SHENANDOAH NURSERIES

Shenandoah, Iowa

*Wholesale growers of
a fine assortment of*
GENERAL NURSERY STOCK

Your inquiries will be appreciated.

WELLER'S PERENNIALS

With That Wonderful Root System

Headquarters for

HARDY MUMS AND PHLOX.

Ask for our Perennial Catalog.

WELLER NURSERIES CO., Inc.
Leading Perennial Growers
HOLLAND, MICH.**PEONIES**Festiva Maxima, white, and Edulis
Superba, pink. Strong divisions. \$30.00
per 100.**YUCCA GLAUCA**, hardy anywhere.
2-yr. plants. \$5.00 per 100.**GILBERTSON NURSERY**
KINDRED, N. D.**INSECT, DISEASE REPORT**

In September, 1951, Secretary of Agriculture Charles Brannan appointed a study group to review the major insect and plant disease control programs. This group was composed of W. A. Minor, assistant to the secretary, chairman; G. Harris Collingwood, legislative reference service, Library of Congress; Fred V. Heinkel, president, Missouri Farmers' Association; L. S. Hitchner, executive secretary, National Agricultural Chemicals Association; Dr. G. D. Humphrey, president, University of Wyoming, and Dr. Roy E. Yung, Illinois state director of agriculture.

Meetings were held at several major cities across the country, and views of state commissioners of agriculture, governors and state agricultural organizations were solicited. From the nursery field, Elmer Merz, executive secretary of the California Association of Nurserymen, is listed as having appeared, as is a group of nurserymen from Alabama, including Owen Blackwell; Tom Dodd, Jr.; George Sawada, and C. A. Stephens.

The study group has submitted its report. Since the recommendations to the Secretary of Agriculture will undoubtedly constitute the directive of the bureau of entomology and plant quarantine for the foreseeable future, they are of importance to the nursery industry and are given in detail below. The first list comprises recommendations on 15 major control programs:

Control Program—Recommendations

Citrus Black Fly—Continue and strengthen.

Forest Insects—Continue and expand. More state cooperation needed.

Golden Nematode—Continue, intensify research, consider a federal quarantine. Grasshoppers and Mormon Cricket—Continue; special attention should be given to survey and program planning. Control costs to be borne by the landowner.

Gypsy Moth—Eradication practical. Initiate a 5-year eradication program.

Hall's Scale—Eradication possible with additional funds. Costs should be borne entirely by the federal government.

Japanese Beetle—Continue present program.

Mexican Fruit Fly—No relaxation in federal and state quarantines. Texas urged to increase its participation.

Phony Peach Disease—Continue present program.

Peach Mosaic—Continue present program.

Pink Bollworm of Cotton—Present control program not adequate. Continue and strengthen.

Stem Rust—Barberry Eradication—Continue eradication program, to be financed by an assessment or tax on all small grain.

[List continued on next page]

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LANDSCAPE MATERIALS***Our Specialty***TAXUS***Visit our nurseries and see
our stock for fall***W. A. NATORP CO.**
CINCINNATI 29, OHIO**TAXUS**

Each
12,000 Hicks, intermedia, upright
brevifolia, Kelsey and cuspidata
24 to 30 ins. \$2.50
30 to 36 ins. 2.75
Three times transplanted, 9
years. Purchasers will dig and bur-
lap. Discount on orders of 500 or
more.

Each
10 large spreaders 3 ft. high, 4-ft.
spread \$15.00
Liners of above varieties:
10 to 12 ins.35
12 to 15 ins.70
15 to 18 ins.80

Special

5000 Hicks, Kelsey, Vermeulen,
and intermedia. 7 years, twice
transplanted, B & B at nursery 1.50

H. VOELLMAR, Sugar Hollow

DANBURY, CONN.

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HYDRANGEA P. G.**1-yr. CONCORD GRAPES****PEACH TREES**

Thorne Brewster

WILLOWBEND NURSERY

PERRY, OHIO

SEND YOUR SURPLUS LIST OFEvergreens • Shrubs • Shade Trees
Flowering Trees • Fruit Trees

to:

THE PONTIAC NURSERY CO.
ROMEO, MICHIGAN**PEONIES • IRISES
DAY LILIES • POPPIES**ALL YOUNG-GROWN STOCK
PROMPT SERVICE

Send for Wholesale Prices.

C. F. WASSENBERG4 1/2 Miles East on U.S. 30
VAN WERT, OHIO • "The Peony City"

SEEDLING STOCK

Order early while all grades are available.

Ornamental and shade tree seedlings.

	Per 100	Per 1000
ASH, green.		
6 to 12 ins.	\$1.20	\$10.00
12 to 18 ins.	1.80	15.00
18 to 24 ins.	2.50	22.00
2 to 3 ft.	3.50	30.00
CATALPA speciosa.		
6 to 12 ins.	1.20	10.00
12 to 18 ins.	1.70	14.00
18 to 24 ins.	2.40	20.00
ELM, American.		
6 to 12 ins.	1.00	8.00
12 to 18 ins.	1.70	14.00
18 to 24 ins.	2.10	18.00
2 to 3 ft.	2.90	25.00
ELM, Chinese.		
6 to 12 ins.	1.20	10.00
12 to 18 ins.	2.00	18.00
18 to 24 ins.	2.80	25.00
2 to 3 ft.	4.00	35.00
KENTUCKY COFFEE TREE.		
6 to 12 ins.	12.50	100.00
12 to 18 ins.	15.00	125.00
18 to 24 ins.	20.00	175.00
HACKBERRY.		
6 to 12 ins.	1.80	15.00
12 to 18 ins.	2.80	25.00
18 to 24 ins.	4.50	40.00
LOCUST, black.		
12 to 18 ins.	1.70	14.00
18 to 24 ins.	2.20	20.00
2 to 3 ft.	3.00	28.00

	Per 100	Per 1000
HONEY LOCUST, thornless.		
6 to 12 ins.	\$1.70	\$14.00
12 to 18 ins.	2.20	20.00
18 to 24 ins.	3.30	30.00
MAPLE, silver-leaved.		
6 to 12 ins.	1.60	14.00
12 to 18 ins.	2.20	20.00
18 to 24 ins.	3.50	30.00
MULBERRY, Russian.		
6 to 12 ins.	1.20	10.00
12 to 18 ins.	1.90	16.00
18 to 24 ins.	2.90	25.00
OAK, pin.		
6 to 9 ins.	5.00	45.00
9 to 12 ins.	6.00	55.00
OSAGE ORANGE.		
6 to 12 ins.	1.00	8.00
12 to 18 ins.	1.50	12.00
18 to 24 ins.	2.00	16.00
PRUNUS besseyi.		
6 to 12 ins.	3.50	30.00
12 to 18 ins.	4.80	40.00
18 to 24 ins.	6.50	55.00
PRUNUS tomentosa.		
6 to 12 ins.	5.50	50.00
RUSSIAN OLIVE.		
6 to 12 ins.	2.20	20.00
12 to 18 ins.	3.30	30.00
18 to 24 ins.	5.00	45.00
WALNUT, black.		
12 to 18 ins.	3.50	30.00
18 to 24 ins.	4.50	40.00

FRUIT TREE SEEDLINGS

Per 100 Per 1000

APPLE SEEDLINGS (Heavy grade).

1/4 in. and up, branched.	\$4.00	\$35.00
No. 1, straight, 3/16 to 5/16 in.	3.50	30.00
Special grade, straight collar, short roots, 3/16 in. and up. (These are ideal for whole root grafting)	2.60	22.00
No. 2, straight, 2/16 to 3/16 in.	2.60	22.00
No. 3, about 2/16 in.	1.90	16.00
Row-run grade, 5/32 in. and up	2.50	21.00

PLUM SEEDLINGS (Prunus americana).

Per 100 Per 1000

1/4 in. and up	\$4.50	\$40.00
No. 1, 3/16 to 5/16 in.	4.00	35.00
No. 2, 2/16 to 3/16 in.	2.80	24.00
No. 3, about 2/16 in.	2.10	18.00

MAHALEB SEEDLINGS.

Per 100 Per 1000

1/4 in. and up	\$3.70	\$32.00
No. 1, 3/16 to 1/4 in.	3.50	30.00
No. 2, 2/16 to 3/16 in.	2.80	24.00
No. 3, about 2/16 in.	2.00	17.00

J. H. SKINNER & CO. NURSERY Route 6, TOPEKA, KAN.

Sweet Potato Weevil—Continue, with the major portion of the cost borne by states and industry.

White-fringed Beetle—Eradication not practical; continue the control program. Discontinue assistance in application of control methods to farm lands.

White-pine Blister Rust—Continue and accelerate program with aid of additional financial support from state or private interests.

The study group also made some general recommendations that are summarized as follows:

1. Over-all efforts to eradicate or suppress insects and plant diseases should be continued and intensified.

2. Costs should be distributed among federal, state and local agencies and individual operators, with the federal government providing over-all direction and coordination.

3. Programs should be reappraised periodically.

4. Research should be supported by increased federal funds.

5. Surveys of insects and plant disease infestations should be nullified and intensified by the federal government.

6. Cooperative state and federal domestic quarantine programs should be continued, with costs to be met as far as possible by states or fees on products inspected.

7. Education on insects and diseases by extension service should be expanded.

8. Control and eradication should be carried out by individual operators, wherever feasible, with government assuming major responsibility for research, surveys, education and coordination.

9. Regional pest control districts should be encouraged.

10. Consideration should be given to assessments on crops protected in order to spread cost of controls.

11. Federal assistance to states should be made contingent upon enforcement of adequate state regulations.

12. Contingency funds to meet emergency situations should be continued.

13. Adequate insect and plant disease control should be provided by the federal government on federal lands.

14. Changes in programs to encourage greater state and local responsibility should be scheduled to allow time for necessary adjustments.

NEW CRANDALL KEEPS WELL

The keeping quality of the Crandall apple, a new variety announced by the Illinois agricultural experiment station last year, has proved one of its chief merits, according to J. C. McDaniel, University of Illinois college of agriculture fruit crops specialist. Samples of the fruit in the horticulture field laboratory were still in prime condition after June 15. They were unshriveled, and eating quality was as good as in March, he continued. Other "winter" apples in the storage tests were losing quality six weeks earlier, indicating that with proper cold storage the Illinois-grown Crandall could be marketed as late as the western Winesaps.

HOBBS

Thurlow Weeping Willow, Lombardy Poplar, Silver Maple, Norway Maple and B.D.F. Crab.

Apple, 2-yr.; Pear, 2-yr.; Montmorency Cherry, 2-yr., all grades.

Montmorency, 1-yr. 900 5/16-in. and 500 18 to 24 ins.

Evergreens and Shrubs.

Oldest Nursery in Indiana.

Established 1875.

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BRIDGEPORT, IND.

DO YOU NEED . . .

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Shade Trees
Evergreens
Lining-out stock
Phlox or Peonies
Apples or Plums
Perennials

If so, please write for copy of our new wholesale price list.

SHERMAN NURSERY CO.
CHARLES CITY, IOWA

SEEDLINGS FOR FALL AND SPRING DELIVERY

	Each
<i>Lonicera tatarica</i> , 2 to 3 ft.	\$0.35
18 to 24 ins. ....	.13
12 to 18 ins. ....	.06
8 to 12 ins. ....	.05
<i>Viburnum americanum</i> , 6 to 8 ins. ....	.08
<i>Viburnum dentatum</i> , 6 to 8 ins. ....	.07
<i>Viburnum dilatatum</i> , 6 to 8 ins. ....	.10
<i>Cotoneaster divaricata</i> , 6 to 8 ins. ....	.10
<i>Cotoneaster horizontalis</i> , 4 to 6 ins. ....	.08
<i>Prunus tomentosa</i> , 9 to 12 ins. ....	.12
<i>Rosa multiflora</i> , 18 to 24 ins., heavy ....	.05
<i>Juniperus virginiana</i> , 6 to 8 ins. ....	.04

OUR SPECIALTY FOR EARLY FALL DELIVERY

	Each
<i>Thuja orientalis</i> , 8 to 14 ins.	\$0.04
<i>Thuja orientalis</i> , 12 to 18 ins. ....	.06

10 per cent discount on orders for more than 1000 of any item.

CLOVERNOOK NURSERIES, INC.

710 E. Fairy Chasm Road
MILWAUKEE 11, WIS.

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade
Trees, Roses and Lining-out Stock.

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HARDY PLANTS Bulbs and Shrubs

"America's Finest"

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Springbrook Gardens

MENTOR, OHIO



Wholesale growers of the best
Ornamental Evergreens
Deciduous Trees
Shrubs and Roses

Write for our current trade list.

THE KALLAY BROTHERS CO.
Painesville, Ohio

NOTES FROM A NURSERYMAN'S WIFE

Since the Osage orange has had its day as a hedge plant, and there is little call for the boughs that gave it its French name, bois d'arc, I was interested to read that the fruit is a good roach chaser. One green fruit, hedge ball, Osage orange, Osage apple, or whatever you want to call it, placed in a room infested with roaches and waterbugs, will drive the creatures out in a few hours. University of Alabama chemists discovered this use, the first we have ever heard for the odd, rough green balls which seemed fit only for children to throw at each other.

* * *

United States Highway 160, from Springfield, Mo., to Crescent Junction, Utah, is to become a lane of a million cedar trees, if plans work out. A considerable stretch has been planted in the scenic Gyp hills area, between Medicine Lodge and Coldwater, Kan. A group of men, who call themselves The U. S. 160 Association, plans to have the million trees planted by 1961, when Kansas will celebrate 100 years of statehood.

* * *

I knew that Linnacus was a botanical giant who simplified the naming of plants, but his name seemed a strange one for a Swedish person to bear. It took a book, "The Coming of the Flowers," written by a New Zealander, to explain the name. When he achieved international fame as a naturalist, Carl Von Linne had his name latinized to Linnacus, according to the fashion of the eighteenth century.

* * *

I read recently that Tripoli, Libya, has a shelterbelt, begun by Italy and carried out by Great Britain. The article did not state what varieties were planted, but the belt is intended to protect Tripoli from hot summer winds and the full effect of the Ghibli sandstorms, which last for days at a time.

* * *

At the opposite end of the climatic scale is Iceland, where only about one-fourth of the area is under cultivation. The growing of crops has been prevented by strong winds, and so pines, firs, spruces and white-barked birch trees have been sent to Iceland by air and sea to aid in controlling the winds. Meanwhile, Ice-

NEW PEONIES

The AUTEN ORIGINATIONS represent a tremendous improvement in peonies. They are nationally known and rank with the finest.

Now, at reasonable cost, you may get a start of fine new kinds that are proved business getters.

For commercial cut flowers, for private gardens, for effective landscaping. Rose fragrant doubles; unfading reds, unsurpassed; stiff-stemmed bomb type; some very early, some very late and sure; finest singles and Japs; a sensational race of early red hybrids. Healthy roots.

Send for List.

EDWARD AUTEN, Jr.

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A. V. KELLER NURSERY CO.

912 38th Street

DES MOINES, IOWA

FLOWERING CRABS
ALL LEADING VARIETIES

NEW! IRENE CRAB NEW!

DWARF TREE OR SHRUB
LARGE ROSE-RED FLOWERS
IDEAL FOR MODERN HOMES
SUPPLY LIMITED

JAY DARLING CRAB

ONE OF THE FINEST OF
FLOWERING CRAB APPLES

WE CAN SUPPLY THIS VARIETY
ALSO IN HEAVY LANDSCAPE SIZES

SPECIAL OFFER

PYRAMIDAL JUNIPERS

Canaerti, Dundee and Keteleeri

3 times transplanted, heavy,
4 to 5 ft. \$5.80 ea.
4 times transplanted, sheared
several times, extra-heavy,
4 to 5 ft. 7.00 ea.

Special prices to large users and where buyers will do the digging. Other stock also. Cash only.

ROSEBUD NURSERIES

ROUTE 83 CHICAGO HEIGHTS, ILL.



EVERGREENS

Growers of Quality Evergreens
Lining-out Stock a Specialty

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EVERGREEN NURSERY CO.
Established 1864 : STURGEON BAY, WIS.

BURTON'S

HEADQUARTERS FOR
EVERGREEN GRAFTS, TRANSPLANTED
EVERGREENS, SHRUB LINERS.
Write!
RARE ITEMS YOU DO NOT
FIND IN MOST LISTS!

HILLTOP NURSERIES
CASHTOWN, OHIO

NOW is the time to order your**IMPORTED HOLLAND BULBS****Special Collection for over-the-counter Selling**

Get All of these Extras at no extra cost—

- 18 Large Colored Pictures—1 for each item!
- Large Streamers and Window Display Cards!
- Earliest Possible Delivery—if ordered NOW!
- Shipment from New York, Detroit, or nearest Port!
- Duty Paid—No Charge for Cases or Packing!
- Reorders promptly filled from stock at same price!

Each Collection contains 1650 bulbs, as follows:

1000 TULIPS First Size 11 to 12 Centimeters	100 Allbright, bright red.	100 Cordell Hull, red and white.	100 Golden Harvest, clear yellow.	SUGGESTED RETAIL: 7c each
	100 Blue Parrot, violet-blue.	100 Dillenberg, salmon- orange.	100 Philip Snowden, rose-pink.	
	100 Campfire, blood-red.	100 Fantasy Parrot, pink and green.	100 Queen of Night, deep maroon.	
100 HYACINTHS 15 to 16 Centimeters	30 Blue Hyacinths	30 Pink Hyacinths	40 White Hyacinths	SUGGESTED RETAIL: 15c each
250 CROCUSES—Mixed colors, 7 to 8 centimeters.	RETAIL: 3c each			
250 MUSCARI—Grape Hyacinth, 7 to 8 centimeters.	RETAIL: 2c each			
50 DAFFODILS—King Alfred (yellow trumpet), D.N. No. 2.	RETAIL: 15c each			

**TOTAL SUGGESTED RETAIL SELLING PRICE: \$105.00****YOUR COST: \$49.50 per collection (1650 bulbs)**

TERMS: 2 per cent allowed for cash with order; or net 30 days if credit is established. F.O.B. New York or Detroit.

GROWERS EXCHANGE, Inc. P. O. Box 397
 Phone: Farmington 1890 **Farmington, Mich.**

landic forestry students are being trained in Norway to care for the trees they hope will grow in Iceland.

* * *

An announcement has come recently from New Orleans to the effect that fast-growing hybrid pine trees will do as much for America's depleted forests as hybrid corn has done for the American farmer. In a given length of time hybrid pines will outgrow the parent trees by 100 to 300 per cent in height and more than that in volume.

* * *

Kansas City, Mo., is planting red oaks and ginkgoes as street trees to help replace the elm trees which have died in recent years. Since the ginkgo, known as the living fossil, is the last survivor of the first land plants of the mid-Paleozoic age and has survived millions of years without being affected by insects or disease, Kansas City planners hope for the best.

MANAGEMENT of the new Earl May Seed & Nursery Co. store, Davenport, Ia., has been given to Willard L. McCormick, Jr.

GEORGE B. CARPENTER & CO. have moved from their 430-40 North Wells street location at Chicago to 401 North Ogden avenue. The firm makes nursery supplies.

We offer for fall a general line of **HEAVY**, sheared, transplanted **SPECIMEN EVERGREENS**.

JUNIPERS: Virginiana Canaertii, Keteleeri, Dundee, Chinensis Columnaris, Glauca, Burki, Irish Fastigiata in sizes 4 to 6 ft., Stricta Meyer, Variegata, Pfitzeriana, Hetzi, Sabina in 18 to 24 ins. and 24 to 30 ins.

We have some extra-heavy, 15-yr. old, specimen sheared Keteleeri and Canaertii Juniperus, 6 to 12 ft.

ARBORVITAE: American and Pyramidalis, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft. Golden Arborvitae, 15 to 18 ins., 18 to 24 ins., 24 to 30 ins.

TAXUS HICKS: 18 ins. to 4 ft.

We have a general line of Shrubs, Shade Trees, 3 and 4 yr. Fruit Trees, Hedges, White and Red Dogwood, Crimson King Maple, 500,000 Multiflora Rosa.

Write for our general wholesale price list or drive to our nurseries and look over our stock. We are located 25 miles south of Edinburg, Ill., on State Rte. No. 37, or 30 miles north of Centralia, Ill.

EGYPTIAN NURSERY & LANDSCAPE CO.

Day Phone 37

FARINA, ILL.

Night Phone 64

Please Mention **AMERICAN NURSERYMAN** When Writing Advertisers.QUALITY
EVERGREENS
L.O. STOCK**EUONYMUS**

Alatus, Compactus

2-yr. pots . . . 22c ea.

COTONEASTER

Apiculata

2-yr. pots . . . 27c ea.

Summer and Fall Shipment

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HEMLOCKES — DEUTZIA GRACILIS
 and **ROSEA — WEIGELA EVA**
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**LINING-OUT and
FINISHED STOCK****EVERGREENS**

(Taxus a specialty)

FLOWERING SHRUBS and TREES**HERBACEOUS and TREE PEONIES**

COME and SEE US.

Send us your Want List.

**THE
COTTAGE GARDENS**

Our 30th Year

Nick I. W. Kriek — Harold E. Hicks
LANSING 15, MICH.



Taxus Capitata 30 to 36 ins. and 36 to 42 ins. planted in 3-ft. rows and sheared a week ago. Tops will form a little more to a point by fall.

GARDNER'S NURSERIES, INC.

June 1, 1952

WHOLESALE PRICE LIST

(Prices subject to change without notice)

This list cancels all previous quotations.

TSUGA CANADENSIS SPECIMENS (CANADIAN HEMLOCK)

	10 rate	100 rate
2 to 3 ft.....B & B.....	\$ 5.10	\$ 5.00
3 to 4 ft.....B & B.....	6.10	6.00
4 to 5 ft.....B & B.....	8.10	8.00
5 to 5½ ft.....B & B.....	12.10	12.00
5½ to 6 ft.....B & B.....	15.10	15.00

JUN. CHINENSIS PFITZERIANA (PFITZER JUNIPER)

18 to 24 ins.....B & B.....	3.60	3.50
24 to 30 ins.....B & B.....	4.10	4.00

JUN. EXCELSA STRICTA (GREEK JUNIPER)

18 to 24 ins.....B & B.....	2.10	2.00
24 to 30 ins.....B & B.....	2.60	2.50

MEYER'S JUNIPER

18 to 24 ins.....B & B.....	3.60	3.50
-----------------------------	------	------

THUJA OCCIDENTALIS PYRAMIDALIS (PYRAMID ARBORVITAE)

	10 rate	100 rate
2 to 3 ft.....B & B.....	\$ 2.10	\$2.00
3 to 4 ft.....B & B.....	2.60	2.50

THUJA, BLACK AMERICAN

2 to 3 ft.....B & B.....	2.10	2.00
3 to 4 ft.....B & B.....	2.60	2.50

THUJA OCCIDENTALIS (AMERICAN ARB.)

2 to 3 ft.....B & B.....	2.10	2.00
3 to 4 ft.....B & B.....	2.60	2.50
4 to 5 ft.....B & B.....	3.60	3.50
5 to 6 ft.....B & B.....	5.10	5.00

THUJA OCCIDENTALIS GLOBOSA (GLOBE ARBORVITAE)

15 to 18 ins.....B & B.....	2.10	2.00
18 to 24 ins.....B & B.....	2.60	2.50
24 to 30 ins.....B & B.....	3.10	3.00

Thuja Nigra — Black American
Arborvitae 2 to 3 ft.



Tsuga Canadensis 4 to 5 ft., 5 to 5½ ft. and 5½ to 6 ft. Large quantities available. Also 2 to 3 ft. and 3 to 4 ft. in same quality stock.



Price List Continued:

TAXUS CUSPIDATA CAPITATA (UPRIGHT YEW)

	10 rate	100 rate
24 to 30 ins.....B & B.....	\$ 5.10	\$ 5.00
30 to 36 ins.....B & B.....	6.10	6.00
36 to 42 ins.....B & B.....	7.10	7.00
42 to 48 ins.....B & B.....	10.10	10.00
48 to 54 ins.....B & B.....	15.10	15.00

TAXUS CUSPIDATA (SPREADING YEW)

18 to 24 ins.....B & B.....	4.10	4.00
24 to 30 ins.....B & B.....	5.10	5.00

RETINISPORIA PLUMOSA (PLUMOSA)

18 to 24 ins.....B & B.....	2.10	2.00
24 to 30 ins.....B & B.....	2.60	2.50

RHODODENDRON MAXIMUM

15 to 18 ins.....B & B.....	2.60	2.50
18 to 24 ins.....B & B.....	3.60	3.50

CORNUS FLORIDA (WHITE DOGWOOD)

	10 rate	100 rate
4 to 5 ft.....B & B.....	\$ 4.10	\$ 4.00
5 to 6 ft.....B & B.....	6.10	6.00

ANDROMEDA JAPONICA

15 to 18 ins.....B & B.....	2.60	2.50
18 to 24 ins.....B & B.....	3.10	3.00
24 to 30 ins.....B & B.....	4.10	4.00

WEeping WILLOW

5 to 6 ft.....B & B.....	4.10	4.00
--------------------------	------	------

BLUEBERRY

Cabot. 2 to 3 ft.....	2.10	2.00
Rubel. 2 to 3 ft.....	2.10	2.00

All Evergreens B & B at List Prices
NO BOXING

DELIVERIES full truckload and carload only—or call for your own stock.

NOTICE! SPECIAL DISCOUNTS

A 2% cash discount will be allowed on orders up to \$1500.00.

A maximum of 5% cash discount will be allowed on orders amounting to \$1500.00 or over.

A maximum of 10% cash discount will be allowed on orders amounting to \$2500.00 or more.

These discounts will apply on all orders booked for Fall up until Dec. 31, 1952, and Spring, 1953, up until June 1.

No combination of Fall and Spring deliveries.

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ROCKY HILL, CONN.

Tel. Hdd. 9-2373

MEMBERS OF AMERICAN, NEW ENGLAND AND CONNECTICUT ASSOCIATIONS OF NURSERYMEN

Our nurseries are located in Rocky Hill and Cromwell, on the State Highway between Hartford and Middletown. See signs. 300 acres of choice young tree and hedge plants that have been properly root-pruned and sheared.

You are cordially invited to visit us at all times.



Hardy Northern Grown Stock at WHOLESALE

JEWELL NURSERIES, Inc.

Write for Price List.

Box 457, LAKE CITY, MINN.

USE MITICIDE WITH DDT

Application of a miticide must accompany the use of DDT in any pest control operation, according to John Naegele, extension entomologist at Cornell University, Ithaca, N. Y., for without it the mite population will experience an increase in the absence of the pests for which the DDT was used. These mites, which are not affected by DDT, can cause more damage than the pest the operator originally wanted to control.

Mr. Naegele recommended Dimite for quick action against mites. Its long residual action makes it preferable to Amite, whose effects wear off after a short time and permit the mites to multiply once again. Good control of elm leaf miner may be obtained with Lindane.

He emphasized that the toxicity of certain materials like Parathion made it advisable to use extreme caution when applying them. Mr. Naegele said that a highly important factor in any pest control operation is the timing of the control measures and urged repeated applications on insects that can be combatted both in the larva and adult stages.

CORN BORER INSECTICIDE

EPN-300, an organic phosphorus insecticide, has been found effective for the control of the European corn borer, according to scientists of the Illinois Natural History Survey. Good results were obtained by using either dust or spray mixtures of the substance.

As a dust, a two per cent EPN-300 mixture applied at thirty pounds to the acre proved one of the outstanding treatments. Because the material is highly dispersible, a low-gallonage application of spray material was possible, with 1.8 pounds of EPN-300 equal to approximately one-half pound of the active ingredient, in twenty-eight gallons of water applied to the acre. A low-gallonage sprayer with all screens removed, delivering from forty to eighty pounds pressure, was used.

PYRAMIDAL ARBORVITAE

Ready for planting this fall. We will dig during August, September and October at the following prices:

	Each
3 to 4 ft., B&B	\$3.50
4 to 5 ft., B&B	4.50

THE FILLMORE COUNTY NURSERY

On U. S. Highway 52.

CANTON, MINN.

Minnesota Grown

**FLOWERING CRABS
ORNAMENTAL TREES
and SHRUBS**

Fruit Trees and Berries

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Complete Selection
of Fine Roses
Write for our Free Wholesale Catalog

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Growers of General Nursery Stock.
Visitors Welcome.

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Specializing in Hardy
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Remember us on Hardy Fruit
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Evergreen Liners
Bleeding Hearts
Ornamental Shrubs
Fruit Trees
French Lilacs

Philadelphus Minnesota Snowflake
(Plant Patent No. 538).

Send for list.

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ST. PAUL 6, MINNESOTA

AMERICA'S BEST SOURCE
FOR

HARDY PLANTS

WRITE FOR
TRADE LIST

MENTOR,
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Wayside



Gardens

BRUSH KILLERS ON TRUNKS

Application of brush killer solutions to the trunks of the plants to be destroyed presents less hazard to nearby plants than the usual method of using the solutions as a foliage spray, according to Dr. O. F. Curtis, of the New York state agricultural experiment station, Geneva, N. Y. Trees several inches in diameter are more easily killed by this treatment than with foliage sprays, he said. The brush killer is mixed with kerosene or fuel oil and can then be applied to the lower foot of the tree trunk with either a small sprayer or a paintbrush.

"The great disadvantage of the hormone brush killers is that the merest trace of the chemical, usually 2,4-D or 2,4,5-T, can injure or kill many crop and garden plants," Dr. Curtis warned. He said that a concentration of only one one-hundredth of the normal brush killing dose can seriously damage many nursery and vegetable crops and that care must be exercised to prevent any drift of the spray toward these crops.

Treatment to the base of the tree may be made at any time of the year, and a gallon of spray solution applied by this method will go at least 20 times as far as with foliage spraying, Dr. Curtis advised.

REPAIR OF MOWER

A few easy adjustments and a moderate amount of tinkering practicable for any user can repair a defective mower, according to W. C. Krueger, extension engineer, Rutgers University, New Brunswick, N. J. Guards and ledger plates out of line, loose knife clips and worn guide plates are common causes of the unnecessarily heavy draft of a mower, a tearing instead of a cutting action and frequent blocking in heavy material.

Very little expense for parts is involved in such reconditioning, Mr. Krueger points out, as guards can be bent to line up perfectly and dull shear plates can be removed and replaced for much less than the cost of replacing the entire guard. New guide plates and knife clips cost little and save the work of renovating the old, and badly worn or nicked knife sections should be replaced. When sharpening sections, be sure to retain the original angle and bevel, Mr. Krueger warns.

A well-oiled mower with sharp, close-hitting cutting edges properly adjusted as to lead and alignment gives much better service, pulls easier and gives a cleaner cut, Mr. Krueger concludes.

IRELAND'S NURSERY

J. F. Ireland, Prop.
P. O. Box 77 Phone 257
ONARGA, ILL.

SHEARED SPECIMEN EVERGREENS

Balled and Burlapped
Fall, 1952 — Spring, 1953

	16-rate each	100-rate each
Juniper Andorra, 15 to 18 ins.	\$ 3.00	\$ 2.75
Juniper Andorra, 18 to 24 ins.	3.50	3.25
Juniper Pfitzeriana, 18 to 24 ins.	3.50	3.25
Juniper Pfitzeriana, 24 to 30 ins.	4.50	4.25
Picea Moeherlii, 2½ to 3 ft.	10.50	12.50
3 to 3½ ft.	15.00	17.00
3½ to 4 ft.	20.00	22.00
4 to 4½ ft.	25.00	27.00
4½ to 5 ft.	30.00	32.00
Taxus Cupidata, spreading, 15 to 18 ins.	4.00	3.75
Taxus Cupidata, 18 to 24 ins.	5.00	4.75
Taxus Cupidata Capitata, upright, 2½ to 3 ft.	8.50	8.00
3 to 3½ ft.	11.00	10.00
3½ to 4 ft.	16.00	15.00
4 to 4½ ft.	21.00	20.00
4½ to 5 ft.	26.00	25.00
Taxus Cupidata Densiflora, spreading, 15 to 18 ins.	4.25	4.00
Taxus Cupidata Densiflora, spreading, 18 to 24 ins.	5.25	5.00
Taxus Media Hatfieldi, upright, 15 to 18 ins.	4.00	3.75
18 to 24 ins.	5.00	4.75
2 to 2½ ft.	5.50	5.25
2½ to 3 ft.	6.50	6.00
Taxus Media Hicksi, upright, 15 to 18 ins.	4.00	3.75
Taxus Media Hicksi, upright, 18 to 24 ins.	4.75	4.50

Prices: F.O.B. Onarga, Ill. Write for special prices in carload lots.

OFFICE and STORAGE located at Onarga, Ill.

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Arborvitae, American, 2 to 3 ft.	\$ 2.75	\$ 25.00
Arborvitae, American, 3 to 4 ft.	3.75	35.00
Arborvitae, American Pyram- idal, 24 to 30 ins.	2.75	25.00
30 to 36 ins.	3.50	32.50
3 to 4 ft.	4.50	42.50
Arborvitae, Globe, 12 to 15 ins.	1.65	15.00
15 to 18 ins.	2.25	20.00
18 to 21 ins.	3.00	27.50
21 to 24 ins.	4.00	37.50
24 to 30 ins.	5.00	47.50
30 to 36 ins.	6.50	62.50
Fir, Balsam and Douglas, 2 to 3 ft.	3.50	32.50
3 to 4 ft.	4.50	42.50
4 to 5 ft.	6.00	57.50
Hemlock, Canadian, 18 to 24 ins.	2.50	22.50
24 to 30 ins.	3.25	30.00
30 to 36 ins.	4.25	40.00
3 to 4 ft.	6.00	57.50
Juniper, Andorra, same sizes and prices as Pfitzer's.		
Juniper, hetzi glauca, 15 to 18 ins.	2.75	25.00
Juniper, hetzi glauca, 18 to 24 ins.	3.50	32.50
Juniper, Irish, 18 to 24 ins.	1.75	15.00
2 to 3 ft.	2.50	22.50
3 to 4 ft.	3.50	32.50
Juniper, Pfitzer's, 15 to 18 ins.	2.75	25.00
18 to 24 ins.	3.50	32.50
24 to 30 ins.	6.00	57.50
Pine, White, 2 to 3 ft.	3.50	32.50
Pine, White, 3 to 4 ft.	4.50	42.50
Retinospora, Plumosa, plumosa aurea, squarrosa velut, 24 to 30 ins.	3.00	27.50
Retinospora, Plumosa, plumosa aurea, squarrosa velut, 30 to 36 ins.	3.75	35.00
Spruce, Colorado Green, 24 to 30 ins.	2.25	20.00
30 to 36 ins.	3.00	27.50
3 to 4 ft.	4.50	42.50
Taxus cuspidata, 15 to 18 ins.	3.00	27.50
18 to 24 ins.	4.00	37.50
24 to 30 ins.	5.50	52.50
Taxus cuspidata capitata, 15 to 18 ins.	3.00	27.50
18 to 24 ins.	4.00	37.50
24 to 30 ins.	5.50	52.50
Taxus canadensis, 15 to 18 ins.	3.50	32.50
18 to 24 ins.	4.50	42.50
24 to 30 ins.	6.00	57.50
30 to 36 ins.	8.00	77.50

BROAD-LEAVED EVERGREENS

Azalea latifolia alba, 8 to 10 ins.	1.50	13.50
10 to 12 ins.	1.85	17.00
12 to 15 ins.	2.45	23.00
15 to 18 ins.	3.25	30.00
18 to 24 ins.	4.00	37.50
Azalea macrantha, 8 to 10 ins.	1.50	13.50
10 to 12 ins.	1.85	17.00
12 to 15 ins.	2.45	23.00
Barberry, verruculosa, 12 to 15 ins.	2.75	25.00
Barberry, verruculosa, 15 to 18 ins.	3.00	27.50
Eucymus peters, 15 to 18 ins.	1.60	14.50
18 to 24 ins.	2.00	17.50
24 to 30 ins.	2.50	22.50

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	Per 10	Per 100
Sempervirens, T. 8 to 10 ins., Puddled	\$ 4.50	\$ 40.00
T. 10 to 12 ins., Puddled	6.50	60.00
T. 12 to 15 ins., Puddled	8.50	80.00
T. 15 to 18 ins., B&B.	23.50	225.00
T. 18 to 21 ins., B&B.	30.00	275.00
T. 21 to 24 ins., B&B.	37.50	350.00
Suffruticosa, T. 4 to 6 ins., Puddled	3.00	25.00
T. 6 to 8 ins., Puddled	4.50	40.00
T. 8 to 10 ins., Puddled	7.50	65.00
T. 10 to 12 ins., Puddled	10.00	90.00
SPECIMENS, 21 to 24 ins., B&B—		\$50.00 each.

PEACH PITs—See our ad in American Nurseryman, August 1, 1952.

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Bulletins Received

CHRYSANTHEMUM GALL MIDGE

Chrysanthemum gall midge, one of the most serious pests of greenhouse chrysanthemums, may be brought under control with Lindane sprays, recent experiments by John C. Schread, entomologist at the Connecticut agricultural experiment station, reveal. Results of his experiments are contained in bulletin 554, published by the station. Mr. Schread found that two applications of this insecticide in the form of a 25 per cent emulsion will kill a large proportion of all stages of the pest.

A description of the injury, the life history and habits of the gall midge and the measures used heretofore in its control are reviewed. A chart showing the effects of the Lindane emulsions at various strengths is presented, as are Mr. Schread's conclusions about control technique.

The 6-page bulletin may be obtained by writing the Connecticut agricultural experiment station, Box 1106, New Haven, Conn.

BIRCH LEAF MINER

Results of an experimental control of the birch leaf miner are reported in circular 182 of the Connecticut agricultural experiment station, New Haven. The author, John C. Schread, has made comparisons of the effectiveness of three insecticides on the miners. Those used in the experiments were emulsions of DDT, Lindane and Aldrin. The results showed Lindane emulsion to be the most effective of the three at all the concentrations used. Aldrin was useful in ridding the foliage of the miner only at its strongest concentration, while DDT was found ineffective in any concentration. Recommendations are made for concentration and timing that give the best control.

MINNESOTA WOODY PLANTS

A recent bulletin published by the United States Department of Agriculture extension service at the University of Minnesota offers a concise coverage of the types of deciduous trees and shrubs best adapted for use in the Minnesota area. Tips for the proper spacing and planting of these trees and shrubs are given and a few hints about the selection of varieties are included. The main portion of the 24-page bulletin is devoted to an alphabetical listing of the recom-

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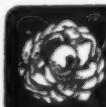
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mended deciduous trees and shrubs and woody vines, which entails a brief description of each species, its best habitat, resistance to disease and general behavior.

The bulletin, "Woody Plants for Minnesota," is No. 267 and may be obtained by writing the University Farm, St. Paul, Minn.

ARAMITE FOR SPRUCE MITE

A comparison between the insecticides Aramite, Bladex, Parathion and EPN-300 in the control of the spruce mite is the topic of the Connecticut agricultural experiment station's circular 180, written by John C. Schread, scientist at the station. This circular, entitled "Spruce Mite Control," may be obtained by writing the station in care of Box 1106, New Haven.

Tests by other experimental groups have shown the superiority of Aramite to other insecticides in the control of this pest of the hemlock, arborvitae and spruce. When compared with Bladex, Parathion and EPN-300 it was found that Aramite continues to kill mites for six weeks or longer after it is applied to trees, giving it an advantage over Bladex and Parathion, which have an immediate but short-lived effect. Moreover, Aramite is only slightly toxic to human beings and animals, while Bladex and Parathion are extremely poisonous. EPN-300 was found to be only slightly poisonous, but gave a lower degree of control than any other of the insecticides tested.

Of the different forms of Aramite tested, Mr. Schread found that both wettable powders and emulsions are more effective than Aramite dusts. He obtained the best results with a fifteen per cent wettable powder used at the rate of six pounds in 100 gallons of water per acre, or with an emulsion to make not more than one pound of pure Aramite in 100 gallons of water. Both formulas are to be applied with hydraulic equipment. If a mist blower is used, the amount of water should be decreased to five or ten gallons, but using the same quantity of insecticide per acre. Treatments should be applied in late spring and in summer.

FRUIT SPRAY CHART

The proper timing and materials for spraying fruit as a measure of insect control are dealt with in extension pamphlet 184, published by the agricultural extension service of the University of Minnesota. Sprays for apples and pears, stone fruits, grapes, currants and gooseberries,

CHOICE

LINERS

FALL, 1952
SPRING,
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Mikado, Orange and Mahogany.....	2.00	10.00	80.00
Margaret Perry, Orange Scarlet.....	1.25	5.00	35.00
Sovereign, Orange-yellow, Early.....	1.25	5.00
Middendorff, Extra early, pure Orange.....	1.25	6.00
Ophir, Deep Yellow, Early.....	1.50	7.00	40.00
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THE ENTERPRISE NURSERY

Looneyville, West Virginia

raspberries and strawberries are listed in chart form. The concentrations are given, and some of the newer insecticides and fungicides are discussed in detail.

The pamphlet may be obtained by writing the University of Minnesota agricultural extension service, University Farm, St. Paul 1, Minn.

NEW EARLY PEACH

The peach variety Cardinal was recently released for propagation by the United States bureau of plant industry, soils and agricultural engineering. Cardinal is a seedling of Halehaven selfed. The parent was selfed in 1941 and the seedling selected in 1945 in the peach-breeding investigations carried on by J. H. Weinberger at the United States horticultural field laboratory, Fort Valley, Ga.

The Cardinal variety ripens four days ahead of Dixired and six and one-half weeks earlier than Elberta. About three fourths of the surface is covered with a bright, attractive red blush over a yellow ground color. The fruit approaches Dixired in size and is almost identical with it in color, appearance and firmness.

The bureau of plant industry, soils and agricultural engineering has no trees of this variety available for distribution. Information on sources of budwood may be obtained from Dr. J. H. Weinberger, of the United States horticultural field laboratory, Fort Valley, Ga.

HERMAN BRUMME, landscape engineer, formerly of East Orange, N. J., has joined the staff of Howe Nurseries, Pennington, N. J., where he directs the landscaping of large institutions and highways.

WILLIAM L. SLATE, director emeritus of the Connecticut agricultural experiment station, will be the principal speaker at the station's annual field day, to be held August 20 at the Mount Carmel experimental farm.

JOHN E. WEBER, controller, A. N. Pierson, Inc., Cromwell, Conn., has been named a director of the Hartford branch of the Controllers Institute.

DONALD SHOWELL, proprietor of the Amundson Nursery, Osakis, Minn., plans to open a drive-in retail store on a highway outside Osakis.

LOCATED on West Russell street, Orangeburg, S. C., the new Edisto Garden Shop is a branch of Shady Grove Nursery, Orangeburg.

PERENNIAL POSSIBILITIES

[Continued from page 11]

down modern plantings are scarce. When they are showy and compact enough and well-established, they make valuable additions to plantings where people desire effects both from inside the house and from the outside. The use of nonflowering sorts, such as *Pachystima canbyi* (really a little evergreen but classed as a perennial), *teucrium* and *caryopteris* has increased a great deal. For the odd corners, shady and otherwise, we have found that *Hosta funkia* is being rediscovered in the past few years. In fact, we find it hard to keep a stock of white *funkia* in the nursery because so many people are again buying when they see it in bloom. It has use on the north side of the house, where a lot of things fail. People will also buy it for use in the landscape planting. It has no winter value, but often that spot is not seen in the winter time anyway.

Tendency to Forget Old Plants

There is a tendency to forget many of the older plants. I think that is one of the serious mistakes that both the nurserymen and landscape men are making, both with the perennials and with some of the woody plants. The solution is not so much in trying to find new plants, but in finding new uses for older plants. I feel there are only a few new plants that one should add to his nursery list, but many older plants are readily available and can be put to new uses. I think it is far better for the landscape man to find new uses for these older plants than to try to find new plants for new uses. In other words, just because the style of architecture has changed is no reason for changing the nursery list.

Buyer interest at this time seems to center on more practical phases of perennial uses, such as ground covers for those difficult spots which people have finally learned cannot be kept in grass. Such plants are much in demand with us at present. Since the last war people have finally realized, after thirty or forty years of buying millions of dollars of seeds and fertilizers, that there are many places where bluegrass does not grow. They are also learning that there are many perennial plants and ground covers which do succeed there. If the nurseryman will teach this, he will do nursery business instead of seed business.

Rock gardens are more or less on the way out. Only once in a while do we get a call for one. Rock plants are being used, however, in the walls that are replacing the old impossible sod terraces. They are very

EVERGREENS

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Baker Arborvitae
Berkmans Arborvitae
Bonita Arborvitae
Excelsa Arborvitae
Newark Arborvitae
American Arborvitae [Sheared]
American Pyramids
American Globes
Cedrus Deodara
Juniper, Irish
Juniperus Andorra
Juniperus Excelsa Stricta
Juniperus Fastigiata
Juniperus Hetzi Glauca
Juniperus Pfizeriana Compacta
Juniperus Pfizeriana Nana
Juniperus Pfizeriana Virginiana
Juniperus Sabina
Juniperus Sabina Vonehron
Juniperus Virginiana Canaserti
Juniperus Virginiana Dundee
Juniperus Virginiana Glauca
Juniperus Virginiana Repandens
Pinus Nigra
Pinus Strobus

BROAD-LEAVED

Abelia
Barberry, Julianae
Buxus Harlandi
Buxus Sempervirens
Cherry Laurel
Elaeagnus
Euonymus Patens
Ilex Bullata
Ilex Burfordi
Ilex Cornuta Femina
Ilex Opaca East Palatka
Ilex Rotundifolia
Ilex Vomitoria
Ligustrum Lucidum
Loropetalum Texanum
Magnolia Glauca
Magnolia Grandiflora
Magnolia Nigra
Magnolia Soulangiana
Nandina Domestica
Photinia Serrulata
Specimen White
Dogwood B&B

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Bleu Aimable, blue.....	36.00	Orange Nassau, orange.....	48.00
Carrara, white.....	36.00	Peachblossom, pink.....	48.00
Clara Butt, pink.....	36.00	SINGLE TULIPS.	
Golden Harvest, yellow.....	34.00	Couleur Cardinal, red.....	50.00
La Tulipe Noire, black.....	36.00	General De Wet, yellow.....	42.00
Philip Snowden, light pink.....	35.00	Keizerskroon, red and yellow.....	55.00
Pride of Haarlem, red.....	34.00	PARROT TULIPS.	
Princess Elizabeth, rose-pink.....	35.00	Blue Parrot, blue.....	35.00
Prunus, deep pink.....	36.00	Fantasy, orchid.....	38.00
Rose Copland, orchid.....	36.00	Orange Favorite, orange.....	44.00
Wallstreet, light yellow.....	36.00	Sunshine, yellow.....	50.00
Wm. Pitt, red.....	36.00	Therese, red.....	50.00
Zwanenburg, white.....	42.00	CROCUS in yellow, blue, white,	
Mixed, all colors.....	32.00	striped.....	28.00
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effective when so used, much more effective than a pile of boulders stacked up with a funny little pool in front.

The ground cover list is limited but important. Pachysandra, English ivy and ajuga in variety are possibly the best of the shaded ground covers, along with Euonymus coloratus, E. acutus (fortunei) and some other woody plants. Vinca is an old standby, and the Bowles variety is particularly good. This variety is pretty hard to beat and succeeds under many conditions where one can use nothing else.

We have found the secret of handling vinca is to get a plant with enough roots, plant it in about one-third to one-half peat or manure and properly water and fertilize it. With this treatment good plants may be grown. When properly dug, the plant requires much less care at planting time and afterward. We dig our Vinca minor with plenty of roots, clean them and put them in what we call a plug. We furnish these fresh from the nursery when the customer is ready to plant. By using plants handled in this manner we are able to get ground cover in two months' time, good ground cover on almost any kind of area.

An Interesting Plant

The Bowles variety of vinca is interesting. It has a larger leaf, has more flowers and grows better in the sun. Although as a nursery plant it is more expensive, it has many uses and is rather scarce in the trade. We can sell 5,000 to 10,000 plants of this variety any time we get them propagated. Usually we sell from 12,000 to 15,000 each season. It is especially profitable as a retail nursery item, as we have a 100 per cent markup, whereas we little more than break even at wholesale.

For the larger perennials in the ground cover class there are the hardy asters, hemerocallis and others that tend to naturalize themselves against borders, although borders are not too important a spot for some of the perennials.

I have been trying to figure just what the possibilities are, what has been right and wrong in handling perennials, what has been wrong with the nursery business in general. I believe the most important factor in the present-day merchandising of stock, especially retail sales, is the personal service approach which we have tried. The people we deal with are mostly intelligent and interested in their yards and home surroundings. Most are willing to take the time to do some planning, but they must de-

pend upon their nurseryman for information and advice. They want specific information, not generalizations. If you give helpful and dependable advice on a problem, you can transform a customer into a client, a fellow that will be calling you up on all manner of questions. He will never think of anyone else when he wants something in your line. If he makes progress under that advice he will be a much better client. He will visit your nursery the rest of the year and will also send his friends to you. No matter how much you advertise, you cannot find better customers than those who come back to you or those sent to you by a satisfied client. They are clients in that they treat you as they do their doctor or their lawyer.

Charge for Advice

We have had to charge for advice just as a doctor or a veterinarian does. Our charge is \$5 an hour, with a \$10 minimum for a trip. It is surprising how many people will pay that if you take the time to go and find what the problem is. And you have your sale on top of that. It is that repeat call in the off seasons that can make for more and better business. It takes your time, yes. You are busy and the problem may seem to be unimportant. It sometimes disrupts plans. But always remember, it is important to your customer.

If you build your business so that enough people keep coming back, and you have good employees that carry out your ideas of selling, they can successfully take care of these friends of yours. They will make additional friends of their own, and your business will grow. Nothing is more important than to see that your help is schooled to give the same service that built the business originally. You cannot afford to build up a business yourself from the start and then turn it over to someone who goes off at a tangent. Whatever it was that made your business a success at the start should be the guiding factor in the hiring and training of your help.

It is time that nurserymen gave up the idea that they cannot compete with factories for good help. Either we must do all the work ourselves or we must hire men big enough to do that work for us. We have an interesting profession, appealing to persons in all age groups, and from among these you can hire people who can do the work. Some of them will stick. You will be able to make nurserymen of them if you do not try to starve them to death.

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is very broad. People come for one plant and buy others. Each year our individual sales have grown larger. Last year the same number of sales produced about two and one-half times the volume of the year before. That is far beyond the inflationary increase. We now have a number of individual sales that run \$20 to \$30. With several of these each day, one begins to have a pretty good business.

Our efforts to create quick volume have sometimes brought disaster. Many plants handle well in Cloverset pots, but sometimes we have not had time to pot them and so have sold from the field. There are many varieties which will not grow in pots, which can be kept in good shape over a long period of time, before starting to pot any quantity of perennials. If you go into any lath house salesyard, of 10 kinds you will usually find five that look anemic. Some have had too much or too little light, too much or too little water—all have been handled alike despite the fact that many have different requirements. The good plants move, and the rest stay till in time they must be thrown away. Florists long ago found it took different houses for different groups of plants. That same thing is true in the handling of perennial and woody plants.

Comments on Competition

Competition from dime and department stores should not worry those in our business. By the time department stores set up the proper conditions for handling perennials, with trained personnel and facilities, they are in the nursery business. This they do not want. As soon as they realize this, they get out again. They go through cycles of going into and out of our business as managers change and have to learn all over. They will cut into your business for a time, but not on a long-term basis. Hobbyists and vacant lot salesmen are sometimes a worry. The hobbyist begins by giving away starts, later charges a nickel or a dime where the nursery is charging 50 cents. The vacant lot salesman either goes out of business or makes such a success that this becomes his business. From then on, if you cannot compete with him on a business basis, you had better get out yourself. If permanent and experienced sales help and a permanent location cannot compete with vacant lot operators and housewives, something is seriously wrong. Trade will go where somebody knows and cares about its individual problems.

For the past 10 years I have been wondering just what the trend is in

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our business. I have heard advocated from this platform misleading and evasive practices which were labeled as "hot shot" salesmanship. Every day you can find advertisements in catalogs and in the papers or on the radio that violate the basic terminology and nomenclature of our industry. People blame Washington these days for the prevalence of moral turpitude throughout the country. I want you to realize that there is nothing wrong at Washington that has not been wrong here first, and perhaps still is wrong. If a plant is hardy, say so. If it is not hardy and you do not make this clear, you are not honest with your customer. You are lying to him just as much as if you told him it was hardy when you knew very well it was not. Your customer often will buy even though you explain this to him. He wants to try anyway. You will make enough sales and customers to more than offset the one plant you did not sell.

Do not let the man think the plant you potted yesterday and sold today is going to look like that next Christmas. It is not, and he is going to find it out. Our customers are not fools. If they refer to an advertisement that is obviously false or misleading, at least so far as your own area is concerned, set them right as carefully as you can without entirely discrediting the advertiser. If your business is trying as hard to grow as your plants are under the conditions you have set for them, you may do like those plants. You may succeed or you may die in the attempt. What sort of conditions are you establishing for your business?

FOREST NURSERY EXPANDS

Purchase of all real estate and nursery stock owned by the Cumberland Valley Nurseries, McMinnville, Tenn., was recently announced by John J. Boyd, vice-president of the Forest Nursery Co., Inc., also at McMinnville. The additional land and nursery stock will be added to the inventory of the Forest Nursery Co., although the name of the Cumberland Valley Nurseries will be retained by its president, J. R. Bragg.

ISABEL AND WELLINGTON KENNEDY, operators of Kennedy Nurseries, Greenwich, Conn., are the editors of a new garden section, "Tops for Your Garden," now a feature of Redbook Magazine.

DANCING to roses has become a possibility with the recent release of a new waltz, "All-America Rose," composed by band leader Ben Cutler.



The "Moraine" Locust

(Plant Patent No. 836)

The "Moraine" Locust is an improved Honey Locust with a round head when young but tall and vase-shaped when older, attaining a height of 80 to 100 feet.

Graceful and Attractive Foliage

This stately new shade and ornamental tree has finely divided foliage and bears only sterile flowers, hence can never produce unsightly seed pods. Thornless.

Although the "Moraine" Locust is the Newest Shade Tree introduction, it has already gained Nation-wide Popularity. Clean, hardy and fast-growing.

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Plant Patents

The following plant patents were issued recently, according to Rummeler, Rummeler & Snow, Chicago patent lawyers:

No. 1084. Shasta daisy plant. Colin McMullen, Little Sutton, Wirral, England, assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of Shasta daisy plant, characterized by its large-size flowers of the anemone-type of *Chrysanthemum maximum*, said flowers being borne on long, clean stems and having long-lasting and excellent keeping qualities, and by its vigorous growth and extremely prolific production of massive clumps of white flowers of the cushion type.

No. 1085. Poinsettia plant. Carol H. Hunkel, Milwaukee, Wis., assignor to Holton & Hunkel, Milwaukee. A new and distinct variety of poinsettia plant, characterized by its short stem internodes and its distinctive coloring and arrangement of multiple layers of creamy white bracts.

No. 1086. Double pink lilac plant. Edward J. Gardner, Horicon, Wis. A new and distinct variety of lilac plant, characterized by its loose panicles of distinctive pale pink blooms and by individual florets, which are double and have channeled narrow top petals and broad recurved lower petals springing from immediately proximate levels.

No. 1087. Rose plant. John A. Armstrong, Ontario, Calif., assignor to Armstrong Nurseries, Inc., Ontario. A new and distinct variety of rose plant of the climbing hybrid tea class, characterized by being substantially identical with its parent, Tallyho (plant patent No. 828), but essentially distinguished therefrom by its climbing habit of growth, by its habit of producing many more flowers in the spring than can usually be found at any one time on the bush parent and by its intermittent flowering habit during the remainder of the growing season.

No. 1088. Rose plant. John A. Armstrong, Ontario, Calif., assignor to Armstrong Nurseries, Inc., Ontario. A new and distinct variety of rose plant of the climbing hybrid tea class, characterized by being substantially identical with its parent, Nocturne (plant patent No. 713), but essentially distinguished therefrom by its climbing habit of growth, by its habit of producing many more flowers in the spring than can usually be found at any one time on the bush parent and by its intermittent flowering habit during the remainder of the growing season.

No. 1089. Rose plant. Frederick L. Caluya, Newman, Calif., assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of rose plant of the climbing hybrid tea class, characterized as to novelty by its similarity to its parent, Grey Pearl (plant patent No. 680), but dominantly distinguished therefrom by its climbing habit of growth and by its habit of bearing flowers at the terminals of its long, upright, climbing basal shoots and on short axillary flowering branches.

No. 1090. Rose plant. Frederick L. Caluya, Newman, Calif., assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of rose plant of the climbing floribunda class, characterized

as to novelty by its similarity to its parent, Goldilocks (plant patent No. 672), but dominantly distinguished therefrom by its climbing habit of growth and by its habit of producing massive and repeating clusters of blooms on its long, upright basal shoots and on its side branches throughout the summer.

No. 1091. Caryopteris plant. John J. Grullemans, Shaker Heights, O. This new and distinct variety of caryopteris plant is characterized particularly by the deeper clearer blue color of its bloom, its more upright growth and the darker green of its leaves.

No. 1092. Ornamental and fruiting peach tree. Walter E. Lammerts, La Canada, Calif., assignor to Descanso Distributors, Inc., La Canada, Calif. A new and distinct variety of ornamental and fruiting peach tree, characterized as to novelty by its abundant production of large, many-petaled, highly ornamental double flowers of predominantly dark pink color; by its production of highly colored, yellow-fleshed, edible, freestone, juicy fruit, rich in flavor and of firm and crisp texture, and by its short chilling requirement suitable for warm winter climates.

No. 1093. Flowering and fruiting peach tree. Walter E. Lammerts, La Canada, Calif., assignor to Descanso Distributors, Inc., La Canada, Calif. A new and distinct variety of ornamental and fruiting peach tree, characterized as to novelty by its early production of large many-petaled, highly ornamental flowers of

predominantly light pink color; by its production of relatively early-ripening, large, edible, freestone fruit of good keeping and shipping qualities, resembling that of the variety Robin (plant patent No. 529) in respect to coloration of the fruit and its general shape and appearance, but ripening later and having less red coloring in the flesh, and by its vigorous habit of growth and shorter chilling requirement suitable to warm winter climates.

No. 1094. Rose plant. William B. Moffet, Gustine, Calif., assignor to Armstrong Nurseries, Inc., Ontario, Calif. A new and distinct variety of rose plant of the climbing hybrid tea class, characterized by being substantially identical with its parent Forty-Niner (plant patent No. 792), but essentially distinguished therefrom by its climbing habit of growth, by its habit of producing many more flowers for the spring than can usually be found at any one time on the bush parent and by its intermittent flowering habit during the remainder of the growing season.

No. 1095. Pear tree. Adrain G. Kalle, South Haven, Mich., assignor to Stark Bros. Nurseries & Orchards Co., Louisiana, Mo. A new and distinct variety of pear tree, characterized as to novelty by its similarity to its parent variety, Clapp Favorite (unpatented), but distinguished therefrom by the substantially uniform, attractive, all-over dark red color of the skin of the fruit.

No. 1096. Nectarine tree. William T. Kirkman, Madera, Calif., assignor to John M. Garabedian, Fresno, Calif. A new and distinct variety of nectarine tree, bearing white to creamy white fleshed clingstone fruit, characterized by a ripen-

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ing period approximately four to five weeks later than the Quetta variety and distinguished from the latter by a firmer flesh, rounder shape and smoother skin.

No. 1097. Peach tree. Grant Merrill, Red Bluff, Calif. A new and distinct variety of peach tree, bearing yellow-fleshed freestone fruit, having a late ripening period in comparison to the J. H. Hale and Kirkman Gem, such ripening being seven to eight weeks later and one to two weeks later than said varieties, respectively; as further compared to the J. H. Hale, the fruit is equal in market quality, but withstands cold storage better, and, as further compared to the Kirkman Gem, the tree being larger and more vigorous and the fruit being more highly colored, sweeter and superior for shipping.

PLANT-JUDGING CONTEST

Horticultural students in junior and senior high schools and junior colleges of southern California engaged in the annual judging contest held recently at Keeline-Wilcox Nurseries, Montebello, Calif. The firm thus assists young persons to become better trained for the nursery business, according to Richard Wilcox.

Contestants competed for many valuable prizes, including watches, plaques, certificates and ribbons. Team and individual awards challenged each of the 75 students entered to win in the plant-judging, identification and skills contests. California State Polytechnic took first honors, beating Pierce by a narrow margin, in the junior college competition, and top contestant was Charles Norman, of Cal-Poly.

After a luncheon, Roy F. Wilcox spoke on "Training Nurserymen." He presented the nursery business in a most enlightening manner, stressing the value of free enterprise, power of knowledge, enthusiasm for the job, feeling of responsibility, the necessity for good training and wholesome experience in life.

Plans are now being formulated to develop a state-wide plant-judging contest. According to LeRoy Chitwood, director of sales and public relations for the nursery, many nurserymen who witnessed the examinations were surprised by the amount of knowledge the public school students had acquired in their respective classes.

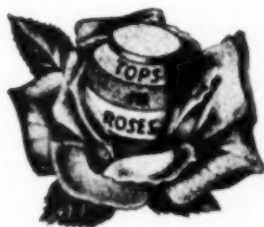
CHANGE in ownership and management of the Witmer & Gladson Nursery, Van Nuys, Calif., has brought Mr. Witmer's son, John, into the partnership to replace Mr. Gladson.

GREEN ARROW NURSERY, Van Nuys, Calif., has been extensively remodeled by its owner, J. H. Bergquist.



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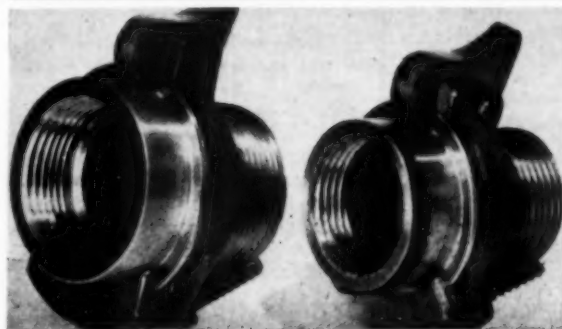
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American Plum Seedlings
Angers Rooted Quince Cuttings
English Privet Cuttings

John Holmason & Sons, Props.

SARATOGA FOUNDATION

[Continued from page 13.]

shade trees and experience with native California plants for the past 40 years that led to the establishment of the original organization. As he pointed out, "The nursery business has been kind to me and I have in turn wished to make a permanent contribution of some sort to the nursery industry.

"With this in mind, and long recognizing the need for greater concentration of effort in studies leading to improvement of shade trees and native California plants, I established the original experiment station with the help of Mr. Van Rensselaer.

"The enterprise has progressed well and has received recognition and assistance from horticultural institutions in various parts of the world," Mr. Hartman continued. "We now have a modest beginning in land, buildings and equipment and an able staff.

"Any horticultural investigation of trees is necessarily a long-term project, so that results in many studies undertaken thus far will probably not be known for some years to come.

To Insure Perpetuation

"In order to insure perpetuation of the work of the organization, we established a nonprofit corporation, known as the Saratoga Horticultural Foundation. This will be administered by a self-perpetuating board of trustees. It has given Mrs. Hartman and me a great deal of satisfaction and pleasure to deed the properties of the Saratoga Experimental Gardens as a gift to the new corporation. In a sense, it now belongs to the people of the Pacific coast.

"The trustees, in their work toward betterment of arboriculture and ornamental horticulture, will have the guidance of a board of directors, which is now being selected from among the most distinguished horticulturists, botanists, arborists and landscape architects on the Pacific coast."

Cites Accomplishments

Citing the broad strides in research already accomplished by the organization, Fred J. Ochler, treasurer, pointed out that continuing success of the institution is virtually assured. During the first year of operation, the institution produced about 90,000 plants, some of which are now marketable. Others will be available for sale to commercial nurseries during the next few years.

"Funds resulting from improved trees produced by the foundation

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are important to continuance of the research," Mr. Oehler added. "But, in addition, the organization will have help from other sources. The foundation corporation has been established in such a manner that all gifts to the institution are allowable deductions for both federal and state income taxes and are exempt from gift taxes. Bequests to the foundation are exempt from estate and inheritance taxes. With numerous memberships and several grants in prospect, the trustees are hopeful that they may have the full support of public-spirited citizens in carrying on the work of this worth-while enterprise."

CALIFORNIA NOTES

For the first time there will be a national begonia show in San Francisco. It will be held in conjunction with the annual convention of the American Begonia Society, August 30 to September 1. Included in the show will be begonias, gloxinias, fuchsias and African violets. The show promises to be the most extensive exhibition of shade-tolerant plants ever held at San Francisco. Carl Meyer, general manager of the show, reports that, in addition to the exhibits by amateur growers, who will compete for over 100 cash prizes and national trophies, the commercial growers on the west coast will participate. There will be commercial exhibits touching on the several phases of shade plant culture. The City College of San Francisco will exhibit plants grown by the students at the college under the direction of Harry Nelson, head of the department of floriculture and ornamental horticulture there. Julius Girod, superintendent of the Golden Gate park, has announced that that organization will participate with an exhibit in keeping with the theme of the show, "Your Shade Garden." Flower arrangements of shade-loving plants will also compete for prizes, and there will be entries from begonia society branches throughout the United States.

On August 29, dahlias grown in California will be loaded on planes for exhibit at London, England, at the flower and country show, an annual affair sponsored by the London Daily News.

An increasing number of nurserymen and gardeners in California are finding that the painting of tools with shellac will prevent the soil from sticking to the tools, making work easier and lessening rust damage.

The hall of flowers at the California state fair, which will be held at Sacramento August 28 to September

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7, will award about \$45,000 in cash prizes to amateur and professional horticulturists who win at the annual affair. The nursery and florists' trades cooperate generously in this feature of the fair. The theme of the flower show this year will be "The Family in Horticulture" and will feature the use of flowers and plants both in the home and for better outdoor living in California.

Twenty east bay nurseries have joined the Sunday closing group in the bay area. The owners and managers of these units decided to give the Sunday closing a test from July 3 through February 1, 1953. A meeting will be held on December 1 to decide the best closing day from February 1 to June 30, 1953. It is reported that closing on Sunday appeals especially to the employees with families. At the meeting it was decided to ask the membership if it would voluntarily contribute to an advertising fund for group advertising in three east bay newspapers.

Nearly 10,000 persons attended the Marin art and garden fair. Nearly \$9,000 was awarded in premiums to amateurs and professionals. The fair, which had a small beginning in a bank a few years ago, has begun to take on the appearance of a highly successful horticultural show.

E. A. Ferrocone, Oakland landscape contractor, reports that boxwood plants valued at over \$200 were stolen from the campus of the University of California at Davis. The plants had been delivered to Mr. Ferrocone for setting out around the newly constructed dormitories at the college on a Friday afternoon and would have been planted the following Monday morning.

M. H. Kimball, Los Angeles county farm adviser, has published a paper discussing the use of fertilizers for nurserymen. It considers various plant nutrients as used in nurseries on a chemical and cost-per-pound basis, comparing them in a manner which could mean considerable savings to users of these materials. Some space is devoted to a review of "How Plants Absorb Minerals," the breaking down of the chemicals and how to use them. It can be had without charge from Mr. Kimball's office at Los Angeles or from the office of the director of extension, University of California, Berkeley.

Lincoln J. Fong has opened a retail ornamental nursery at 2815 El Camino Real, Palo Alto. Both he and his brother, who will assist him for the present, have had some years in lawn and garden maintenance work and have had some experience

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HEARING ON HALL'S SCALE

A public hearing has been called by the California state department of agriculture to be held August 26 at Chico, Calif., concerning the department's proposal to establish an area in which the state would carry out eradication and quarantine measures directed toward Hall's scale. Evidence and testimony will be heard on this serious insect pest of deciduous fruit and ornamental plants.

The hearing will be held in the courtroom of the Butte County building, 196 Memorial way, Chico, at 10 a. m. Charles V. Dick, chief of the department's division of plant industry, will be the hearing officer.

Eradication measures, proposed by the state entomologists to eradicate Hall's scale within the area, include the fumigation of host plants on or near all the properties where the pest has been known to exist. Under the proposed state plant quarantine, host plants of the scale, or propagative parts of such plants, would not be permitted to be moved from the area unless fumigated according to state requirements under the supervision of the county agricultural commissioner. Fruits and nuts would not be restricted.

Hosts of the scale include the following varieties of fruit and nut trees: Almond, apple, apricot, cherry, nectarine, peach, pear, plum, prune, pomegranate and quince. *Prunus bokhariensis* and *Spiraea veitchi*, both of which are ornamental plants, would also be restricted.

The campaign to control Hall's scale, within the area described in the proposed quarantine district, started in 1940 as a joint federal-state program. The eradication measures so far carried out have been successful in greatly reducing the infestation of the pest through treatment of host trees on infested properties.

Light infestations of Hall's scale are not easily detected because of the small size of the insect and its habit of establishing itself under the bark and in obscure places upon the plants. It is therefore proposed to establish formally an eradication area, thus authorizing the treatment of host plants which, because of their proximity to known infested properties, may be infested. G. K. A.

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If you want rosebushes that sell, make friends and resales, buy ROYAL ROSES—packaged rosebushes with a future! Patented and popular varieties. One-bush or five-bush collections in eye-appeal packages. Write for prices and variety list. One of the largest and oldest rose growers in Texas. ARP NURSERY COMPANY, P. O. Box 867-Q, Tyler, Tex.

SEEDS

SEED	Per lb.
Juniper, Virginia, Platte River cedar, clean seed	\$3.50
Kansas and eastern seed if desired	3.50
Russian Olive, clean seed	3.00
Osage Orange	1.00
Black Locust	1.00
Multiflora Rose	4.00

Place orders on seed early for 1952 crop. List on other seed, native plants, lining-out evergreens.

HOME NURSERY Cuba, Kan.
Multiflora Rose seed picked from thorny, upright plants. Order now for fall delivery from 1952 crop.
1 to 5 lbs. \$4.00 per lb.
6 to 25 lbs. 3.75 per lb.
26 lbs. or more 3.50 per lb.
F.O.B. FARMLAND IMPROVEMENT CO.
Box 124 Yorkville, Ill.

SEEDLINGS

NORWAY SPRUCE SEEDLINGS	Per 1000
6 to 16 ins., 3-yr. seedlings	\$40.00
10 to 15 ins., 3-yr. seedlings	50.00

WHITE SPRUCE TRANSPLANTS	Per 100
In Field Rows	
12 to 15 ins.	\$35.00
15 to 18 ins.	50.00
18 to 24 ins.	65.00
Cash with order	Free packing.

PORT ATKINSON NURSERY
Fort Atkinson, Ia.
HACKBERRY—Seedlings, qt. cans, 3 fl., at 35c each. Ready now. Also write for prices on seedling pecans.
NEW BRAUNFELS NURSERY & FLORAL CO., INC.
Howard W. Locke, Mgr.
P. O. Box 418 Braunfels, Tex.

Surplus Stock
can be easily and quickly turned into
Cash
by listing it in the
American Nurseryman Classified Ads.

SHRUBS and TREES

CANADIAN HEMLOCK
The trees we are offering are in surplus and are fine, fibrous-rooted, 3-times transplanted stock, sheared and excellent for landscape trade.
2½ to 3 ft., XXX, B&B. \$3.75
3 to 3½ ft., XXX, B&B. 4.75
3½ to 4 ft., XXX, B&B. 5.75
No Boxings.

This excellent stock will be sold only on a strictly cash basis.

HAA'S HOME NURSERIES
29th and Poplar St. Terre Haute, Ind.

HONEYSUCKLE
Lonicera bailliana japonica
Heavy 2, 3 and 4 yrs., No. 1 field plants, 3 to 4 leads, 18 to 24 ins., carefully graded. \$4.00 per 100, \$30.00 per 1000.
Lonicera sempervirens, Scarlet-red.
Heavy 18 to 24 ins., \$10.00 per 100, \$80.00 per 1000. No orders too large; immediate shipment.

WOODLAWN NURSERY
Greenville, Ga.

VINES

Hall's Honeysuckle, large, extra-heavy, 2-year plants, carefully graded, \$4.00 per 100; \$30.00 per 1000. Good reduction on quantity orders. Immediate shipment.
TIDWELL NURSERIES, Greenville, Ga.

VEGETABLE ROOTS

ASPARAGUS ROOTS

FOR SUMMER PLANTING

Heavy, dormant crowns, in cold storage, available for immediate shipment. Unconditionally guaranteed for planting during the summer months.

MARY WASHINGTON 25 100 250 1000
3-year, No. 1 \$1.25 \$4.00 \$8.75 \$30.00
2-year, No. 1 1.00 3.00 5.75 20.00
1-year, No. 175 2.50 4.25 14.00
Free packing for cash with order.
BUNTINGS' NURSERIES, INC.
Box 3, Selbyville, Delaware

WANTED

WANTED
500 Chinese Arborvitae seedlings for root-stocks.
200 Colorado Spruce for grafting this winter. Preferably potted or transplanted.
200 Japanese Maple seedlings for grafting this winter. Preferably potted or transplanted.
QUALITY NURSERIES Allenwood, Pa.

WANTED

10,000 transplanted Pink Dogwood, 4 to 5 ft., 5 to 6 ft. and 6 to 7 ft.
10,000 Pink Dogwood, 6 to 12 ins., 12 to 18 ins. and 18 to 24 ins., for next fall and spring.
GARDNER'S NURSERIES, INC.
Rocky Hill, Conn.

Wanted: 1-year Euconymus coloratus, two or three leads.

THE PETER CASCIO NURSERY

2600 Albany Avenue
West Hartford 7, Conn.

SUPPLIES

FLATS

Made from a good grade of Southern Yellow Pine.
Standard specifications, inside measurements.

KNOCK-DOWN FLATS

16x12x2½	\$18.82 per 100
16x14x2½	24.84 per 100
20x14x2½	24.56 per 100
20x14x3	28.68 per 100
22½x15x2½	28.14 per 100
22½x15x3	32.63 per 100

All other sizes quoted on request. Prices F.O.B. Birmingham.
We are manufacturers, not jobbers. Freight to any point in a small item per Flat. Our flats are the best. Why pay more? Our quality guaranteed. Prompt shipment, any quantity. Attach check to order.

We make mixed shipments of flats, plant boxes and spray boards.

HIGHTOWER BOX & TANK CO

Birmingham, Ala.

REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure. \$42.00 per 100.

1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bdl.
50 pcs. to bundle, 5 ft., \$3.50 per bdl.
50 pcs. to bundle, 6 ft., \$5.50 per bdl.
Ship same day. Cash with order, please.
YOH & HOOKER, Youngstown 2, Ohio

MINNESOTA WHITE CEDAR FLATS.
12x15x2½ \$18.50 per 100 || 14x16x3 | 24.50 per 100 |
| 14x20x2½ | 24.00 per 100 |
| 5x5x16 | 15.50 per 100 |

Other sizes quoted on request. F.O.B. Cook, Minn. Please attach check.
H. C. HILL & SONS, Cook, Minn.

HAY

MARSH HAY FOR MULCHING
Clean; no weeds. Truckloads or carloads.
KOPFF HAY CO.
Beaver Dam, Wisconsin

LABELS

Labels
Made from best grade of genuine Northern White Pine. The kind that lasts and lasts.
DAHLIA OR TREE LABELS

	plain painted	plain painted
3½x5/8 ins., notched, not wired. \$2.50	\$3.90	
3½x5/8 ins., wired (copper)	3.30	4.10
4x½ ins. (cartons 1000 each)	2.75	3.20
5x½ ins. (cartons 1000 each)	3.00	3.60
6x½ ins. (cartons 1000 each)	3.30	4.00

Priced per carton
8x½ ins. (cartons 500 each) 2.40 | 2.60 || 10x½ ins. (cartons 500 each) | 3.00 | 2.60 |

GARDEN STAKES

Priced per carton
8x ½ ins. (cartons 250 each) 2.00 | 2.50 || 10x ½ ins. (cartons 250 each) | 2.20 | 2.40 |
| 12x1½ ins. (cartons 100 each) | 1.40 | 1.60 |

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

"We ship the same day."
YOH & HOOKER
Youngstown 2, Ohio

RUBBER BUDDING STRIPS

RUBBER BUDDING STRIPS
4-in. size, 1800 to pound
5-in. size, 1400 to pound
Price: \$1.00 per pound, F.O.B. Canton
THE M. CONLEY CO. Canton, O.

SPHAGNUM MOSS

WISCONSIN'S QUALITY SPHAGNUM MOSS
Clean, long-fibered, solidly packed in bur-lapped or wired bales of standard size, direct from drying beds. None better.
Trucked when feasible.
WARRENS MOSS CO., Box 7, Warrens, Wis.

STAKES

EVERLAST CYPRESS PLANT STAKES
These are the strongest, straightest, most durable and long-lasting plant stakes you can buy. Made of sun-cured Florida Tidewater Cypress . . . "The Wood Eternal." Each stake is approximately one inch square and pointed at one end. Packed in units of 81 stakes.
4 feet long . . . \$10.00 per unit of 81 stakes
5 feet long . . . 11.50 per unit of 81 stakes
6 feet long . . . 12.50 per unit of 81 stakes
F.O.B. New York Immediate shipment
(Write for special prices F.O.B. Florida)
McHUTCHISON & CO.
95 Chambers St. New York 7, N. Y.

STAKES, GALVANIZED HARD STEEL. STAKE FASTENERS and COTTON TWINE.
Prices and samples sent upon request.
SCHUPP SUPPLY CO., Wilmette, Ill.

TULSA, OKLA., NOTES

Mrs. Gerald Spoor, of the Holland Nursery, and two children have returned from a trip to Danbury, Conn., and New York city, having flown both ways. In Connecticut they had the pleasure of seeing spring come a second time, owing to the comparative lateness of the northern season.

Mr. and Mrs. Mario Sanseverino, O. K. Gardens, attended the nurserymen's convention at Detroit, then went on to Canada and New England to complete a month's vacation.

Mr. Chapman, foreman of the Reser Landscape Nursery, retired to his farm August 1. C. R. Ball, who had 18 years' nursery experience in California and one year with the Benton County Nursery, at Rogers, Ark., has taken his place.

Lester Randolph, United Landscape Service, reports that he has just completed two large airport contracts, one for seeding, fertilizing and mulching more than 400 acres at Big Spring, Tex.; the other, at the Lockland air force base, San Antonio, Tex., which consisted of turfing and mulching 200 acres.

C. V. Reser, Reser Landscape Nursery, has just returned from a business trip to the Great lakes region. He found crop conditions good all the way from Oklahoma to Ohio, with nursery stock plentiful but small in size. Mr. Reser obtained a variety of northern-grown evergreens for the coming season.

R. W. C.

WESTFIELD NURSERY, Ripley, N. Y., recently opened a garden shop



English Type RAIL and HURDLE FENCE

**PROFITS For Nurserymen!
YOU SELL FENCE
We Carry Inventory**

ALL TYPES—From large Estates to Small Homesites.
FOR LONG LIFE—Entire Fence—(both posts and rails) treated with nationally known
PENTA PRESERVATIVE

**Large Stocks . . .
Prompt Shipments . . .**

Hand Split Chestnut Rails.
Peeled Chestnut, White Cedar
or Locust Posts

.....



RUSTIC TABLES Write
6 and 8 ft. long, frame work— for
Northern White Cedar. Tops Catalog
and seats—Western Fir.

WOOD PRODUCTS CO. TOLEDO 12, OHIO

Ariens

**ALL-PURPOSE
GARDENEER**

**CULTIVATES UNDER
LOW-HANGING BRANCHES!**



- Plows, disks, harrows in one operation.
- Prepares aerated, spongy seedbed without spading or forking.
- Kills weeds—cultivates without hours of tedious hand hoeing.

Front-mounted—cultivates under low-hanging branches, all around tree. 2 1/2-h.p. Briggs & Stratton engine. 3 speeds forward. 10 to 16-inch tillage—up to 6 ins. deep. Mower, sickle bar, bulldozer snow-plow attachments.

Write for details.

ARIENS COMPANY

141 CALUMET STREET BRILLION, WISCONSIN

**No Experience Needed To
PRINT YOUR OWN
POST CARDS**



The GEM STENCIL DUPLICATOR saves money . . . gets results quickly! Hundreds of uses for every type of business and organization. We ship the GEM complete with all supplies, Guide Board for accurate printing and 60-page Book of Ideas at the special low price of only **\$8.50** (a \$15.00 value)

Our
21st Year

FREE TRIAL OFFER

Use the GEM FREE at our expense! SEND NO MONEY. Write and complete GEM outfit will be sent you postpaid. After ten days, send us only **\$8.50** or return the GEM. You must be satisfied! WRITE TODAY.

BOND EQUIPMENT CO. Dept. 22
6433 Enright • St. Louis 5, Mo.

GET CAUGHT IN A SHOWER OF PROFIT

feature the unique
WEATHERPROOF
Insecticide - Fungicide

IT'S NEW
IT'S NEWS

This work-saving, weatherized insect killer and protector of plant health. Time-tested and proved Rotenone, DDT, Sulphur and Fomate now more effective than ever before . . . It laughs at rain, wind and weather. Limited number of exclusive franchisees still available. Inquire today.

MILLIGAN BROS.



**THE SPRAY
THAT STAYS!**

Cuts garden work in half . . . you spray only for new growth. Plant Plate also feeds the plant as you spray the leaves. Available in spray and dust form.

JEFFERSON, IOWA

MODERN SALESYARD

[Continued from page 7]

3. Nursery stock must be arranged and displayed in the most attractive and interesting manner, with everything labeled and priced.

4. The new colored paving material called Chromestone, manufactured by the company in the winter to provide winter employment, should be used extensively for the layout, to give access to every part of the show grounds and to advertise the paving material itself.

5. The entire property should be fenced in and be capable of being locked up at night.

6. The small office, packing shed, garage and heeling-in pergola should be at the back, leaving only enough space for service and providing, in front, the greatest possible area for display.

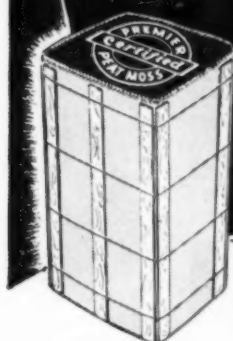
The layout was made as simple and straightforward as possible. The open fence to carry roses and clematis was placed right on the boundary, with a main entrance on Yonge street connected with the office by an 8-foot-wide Chromestone walk down the middle of the property. The whole area was broken up by straight walks into accessible rectangles so that all stock on display can be easily reached and seen. North of the entrance walk specimen hedges have been started. The north boundary is devoted to trees as a background, with shrubs between them and the hedges. South of the entrance walk the blocks are filled with evergreens, broad-leaved evergreens and perennials. No grass has been introduced anywhere.

One important feature of the layout is the permanent display border between the street curb and the fence on the south boundary. This border, surrounded by Chromestone paving and curb and a box hedging, is planted with all available varieties of broad-leaved evergreens, dwarf shrubs and ground covers, with groups of bulbs and annuals to give color.

When it was decided to proceed with this salesyard, it was realized that it would take time for the public to get acquainted with the place and that the full sales possibilities might not be realized for a few years. Sales in 1951 during construction were up to expectations and those of spring 1952 showed a substantial increase. Apart from actual sales at this particular station, however, it is felt that the general publicity for the company on such a prominent site has considerable value.

With **PREMIER**—it's

easy

to
PEP-UP
your soilBIG VALUE
BALES

1-Peck Plastic Bags 3-Peck Plastic Bags 2-Bushel Handy Carton

BAGS AND CARTONS FOR RE-PACKING

—and it's **PROVEN** by
nurserymen every day!

It's proven—that Premier Peat Moss is a more absorbent organic material.

It's proven—that Premier is a longer-lasting source of humus.

It's proven—that Premier is an effective soil conditioner and mulch.

Use and sell Premier—the pure sphagnum peat moss that is dependable . . . proven . . . profitable. Packaged for every need—from 1-pot bags to big bales. Write today for prices on Premier Canadian and European Peat Moss.

Premier Peat Moss Corp., 535 Fifth Avenue, New York 17, N. Y.

PREMIER PEAT MOSS

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

**WOLVERINE LAWN SPRINKLER**
FULL AUTOMATIC**ONLY \$25.50****F. O. B. Factory**

Water falls gently like rain, yet abundantly, with perfect distribution. Two sizes available for 1500 and 2500 sq. ft. areas. Both instantly adjustable for any desired width. Operates on any pressure from 15 lbs. up. Lasts a lifetime. Sold at low factory-to-you price on money-back guarantee. Send check or money order — otherwise shipped C.O.D. State size wanted. Shipping weight, 20 lbs. Illustrated folder available. Pioneers in overhead irrigation and supplies since 1926.

JOHN RUST MFG. CO.632½ W. Patterson St.
Kalamazoo, Mich.

THIS IS THE WAY TO GET BEAUTIFUL LAWNS

Aerate with a Dunham

SPIKE DISC

You can cultivate and aerate in one simple operation. The Dunham Spike-Disc is as easy to use as a lawn mower. The lawns you grow and care for can look as beautiful as golf greens, if you use a Dunham Spike-Disc.

The knife-like blades of the Dunham Spike-Disc cut unnoticeable slots to the root areas allowing air and moisture to circulate freely around the roots. Strong healthy grass forces out crab-grass, weeds, etc.

You'll get healthier lawns if you use a Dunham Spike-Disc.

manufactured by: Ohio Machine Products, Inc. Columbus, Ohio
Manufacturers of the
Dunham Hand and Fairway Water-Weight Rollers.

Write for full information to: Dept. A.N. 1

JOHN H. GRAHAM & CO., INC.

Sales Agent
105 Duane St., New York, N. Y.



Spike-Disc No. 8T.
Tractor models available.

ROPER- POST HOLE DIGGER

plant heavier, wider trees
and shrubbery with the
EXTRA-WIDE 18 to 24-in.
diameter digger



FULL YEAR
GUARANTEE

Works perfectly in shale, stony clay, sandstone, any tough soil. Easily installed by one man in 5 minutes; fits any jeep or tractor. Cuts planting and transplanting time way down.

NO SWING OR SWAY... Stays rigid while digging... digs straight or at any angle, adjustable for hillside digging.

NO WOBBLING or breaking... Safety shear pin is at universal and is easily replaced in field.

Write for free information and name of nearest dealer. **FULL YEAR GUARANTEE** on all parts and workmanship...

Roper

MFG. COMPANY
ZANESVILLE,
OHIO

DEALERS—DISTRIBUTORS—WRITE!
SOME TERRITORIES AVAILABLE

SEEDBED WEED CONTROL

[Continued from page 10]

covering the eyes, and that if any gets on the skin it should immediately be washed off with soap and water.

In the tests, conducted at the Harrison experimental forest and the Ashe forest nursery in Mississippi, the alcohol was mixed with water at the rate of one part (by volume) of alcohol to 208 parts of water. This solution was then applied at the approximate rate of one quart per square foot of nursery bed area. At least three days were permitted to elapse after application before the beds were seeded.

Comparison of the weight of weeds taken during two consecutive years, 1950 and 1951, from treated and untreated beds, shows significant results. In 1950 the dry weight of weeds taken from a plot treated with allyl alcohol amounted to nine grams; from an untreated adjacent plot of like size the dry weight of the weeds was 1,017 grams. In 1951 a treated plot yielded 410 grams of dry weed weight, while the dry weight of weeds in an untreated plot amounted to 3,179 grams. On two adjacent plots, one untreated and the other treated and each containing 208 square feet of area, eight man-hours of labor were expended during 1950 in weeding the untreated plot, while only 1 1/4 man-hours of labor were necessary to keep the treated plot free of weeds. Treating the seedbeds with allyl alcohol had no detrimental effects on the growth or survival of the tree seedlings. N. W.

INDIANA SUMMER MEETING

[Continued from page 8]

and a beauty contest that draws statewide attention. Potted roses are his specialty. Orders are taken during the festival and plants tagged, but none are removed from the beds until the close of the program.

Out-of-state nurserymen attending included Frank Turner, of Berryhill Nurseries, Springfield, O., and W. J. Smart, of D. Hill Nursery Co., Dundee, Ill. From Purdue University came Don Schuder, entomology; Roy Hull, "Hank" Gilbert and Ronald Tukey, horticulture. From the state department of conservation were Ralph Wilcox, state forester; Paul Ulman, John Favinger, James Clark and Earl Huff, entomologists and state inspectors.

HERBST BROS. have moved to their new building at 678 Broadway, New York city.

RECOMMENDED

**KAPCO
NUTRITIVE
PROTECTIVE
AGRICULTURAL
CHEMICALS**

BY AUTHORITIES

"Soluble Plant Foods for Liquid Feeding through the Foliage or Root System."

15 - 30 - 15

25 lbs. 22c per lb.
80 lbs. 20c per lb.
800 lbs. 19c per lb.
2000 lbs. 17c per lb.

20 - 20 - 20

25 lbs. 22c per lb.
80 lbs. 20c per lb.
800 lbs. 19c per lb.
2000 lbs. 17c per lb.

21 - 7 - 7 plus 20%

Azalea Acid Liquid Fertilizer
25 lbs. 22c per lb.
80 lbs. 20c per lb.
800 lbs. 19c per lb.
2000 lbs. 17c per lb.

The above prices save time and money. Ask for price list.

F. O. B. McKeesport, Chicago and Florida.

KELLY AGRICULTURAL PRODUCTS CO., McKeesport, Pa.

WANT ADS

Help and Situation Wanted and For Sale Advertisements.

Display: \$3.50 per inch, each insertion.

Lines: 30¢ line; minimum order \$3.00.

FOR SALE

Just east of Columbus, Ohio. Nursery consisting of large new building and about 6 acres of ground, 236-ft. frontage on Route 40 (national highway, heavily traveled). Building has very attractive showroom, large storage or work room, also complete apartment, bath and extra lavatory. City water, natural gas and sewer. Priced with or without nursery stock.

ROBERT S. DINGLEDINE CO.
Realtor, exclusive agent—2338 E. Main St. (Route 40, National Highway). Phone DO 4577, Columbus, Ohio.

FOR SALE

SACRIFICE—Growing nursery in Santa Cruz, Calif., specializing in fuchsias, overlooks Monterey bay on beautiful scenic drive. Near redwoods. Glasshouse, lath house, sales office, 3/4 acre. Good lease and inventory. Fruit free area, 47,000. Write: Morgan's Nursery, P.O. Box 816, Santa Cruz, Calif.

FOR SALE

Will sell at cost 1 1/2-acre nursery now under development and partly planted with landscape-size evergreens. 200-ft. frontage on 4-lane highway in one of the wealthiest areas of New Jersey. 35 miles from Newark. Unlimited possibilities for plant market and landscape business. 6-room dwelling with all modern conveniences for immediate possession.

VINCENT BANOS, Delaware, N. J.

FOR SALE

32-acre nursery — beautiful 4-room furnished home—over 1000 feet of lake frontage with clearing for 20 cabins. Bids respectfully requested. Write for circular.

E. R. BICK, Box 155, Wilmette, Illinois.

FOR SALE

Entire nursery consisting of 114 acres of land, greenhouse, home, tenant house and office building. This nursery is in full production with around 200,000 plants. Reason for selling is age. For full particulars write

"NURSERIES"

670 W. Broad St., Athens, Georgia

FOR SALE

If you are interested in buying a good-going nursery business—one that is making money and will make plenty of money in years to come—this business has already been built for you. For information write us, or better yet, come and see me.

RIDGE MANOR NURSERIES
E. J. Fields, Prop. Geneva, O.

FOR SALE

Cash-and-carry nursery, retail and wholesale. 5 acres in general stock. On main highway in Denver area. Can also be worked into landscape business. Modern home, garage, building and equipment. Address Box 884, care of American Nurseryman.

FOR SALE

Buyers for nurseries of all types in any part of the country are reached through an ad in this department, the trade's real-estate and business market. The cost is only \$3.50 for 1-inch space.

HELP WANTED

Experienced nursery superintendent—must know all phases of general nursery operation, good leader of men with desire to get the work done. Work consists of developing top-quality stock and digging orders for wholesale, landscape and retail departments. Salary plus bonus based on your ability.

Experienced landscape superintendent—to fill position created by advancement of present superintendent to general manager. Must know all phases of planting, service work and grading. Must be able to manage crews and foreman. Salary same as above.

Three landscape foremen needed to fill expanded demand for planting work, service and grading jobs. Top hourly pay. High yearly income.

Contact or write—BERNST, INC., P. O. Box 648, Muncie, Indiana.

HELP WANTED

Nursery foreman to take complete charge of all operations in 25-acre nursery.

Landscape salesman to handle all outside sales and landscape work.

Please give qualifications and references in first letter. Write Box 885, care American Nurseryman.

HELP WANTED

Nursery foreman that knows plants and is able to draw plans.

Opportunity unlimited for the right man. Prefer a man from Missouri, Kansas, Oklahoma or Arkansas. Write or call in person.

OZARKS PLANT FARMS
Springfield, Mo.

HELP WANTED

NURSERY MANAGER

To establish and operate a nursery in Maryland, supplying a garden center in New York. Excellent opportunity, attractive salary and large house furnished. Applicant must be experienced, dependable and of excellent character. Write Box 891, care of American Nurseryman, giving complete background.

HELP WANTED

Excellent opportunity for capable landscape gardener. Must be able to handle men and be experienced in planting, pruning, fertilizing, staking and general maintenance work. Pleasant work and good salary for the right man. Send replies and references to

BOX 2146 LONGVIEW, TEXAS

HELP WANTED

TREE TRIMMER—To remove and trim trees. Steady employment. Highest wages. Chicago area. Address all replies to Box 896, care of American Nurseryman.

HELP WANTED—Experienced nursery manager for new nursery-landscape business near Wilmington, Delaware. Starting as foreman with opportunity for advancement. Attractive salary plus new home on nursery premises. Must have experience in nursery practices and landscape planting; familiarity with commercial greenhouse operation desirable. References required. Apply by mail.

MILLCREEK NURSERY

Route 2, Newark, Del.

HELP WANTED—Position available immediately. Opening for an experienced propagator (inside and out) that can also manage farm operations. Field pipe irrigation; 1-acre lath house with overhead irrigation. Ideal working conditions with a paid vacation. Located in Dallas area with one of Texas' foremost nurseries. Address replies to Box 892, care of American Nurseryman.

HELP WANTED

LANDSCAPE DESIGNER-SALESMAN

One of the oldest, largest and best financed eastern nurseries has an excellent opportunity for attractive immediate earnings with a permanent future for a highly experienced and aggressive landscape salesman and designer.

We are interested in the best qualified man in the industry and are able to offer him the highest earnings and future in the business.

Our wholesale stock is one of the largest in the country, and we grow a complete stock of high-quality landscape material.

We are located in the most rapidly expanding area in the east, with a sales potential without equal in the country.

We feel these facts, coupled with our unique architect, recent college graduates given preference. Vacancy in landscape department of large Missouri nursery. Must be able to do plan work, selling and supervise installations.

Address all replies to Box 887, care of American Nurseryman.

HELP WANTED

We need a combined landscape architect and planting foreman. It is not necessary that you be a graduate architect, but you must have the ability to turn out neat, rather simple sketches. Other free time will be devoted to planting operations. Please state qualifications and salary expected in first letter. Employment September 1. Please address R. A. Glaser, care of Hefner Nurseries Inc., 4702 Monroe St., Toledo, Ohio.

HELP WANTED

Excellent opportunity for landscape architect. Recent college graduates given preference. Vacancy in landscape department of large Missouri nursery. Must be able to do plan work, selling and supervise installations.

Address Box 884, care of American Nurseryman.

HELP WANTED

Need all-around man who can design, sell, landscape and assist with plantings. Excellent opportunity, good salary, immediate employment and permanent work. Age 25 to 45, 4-room house on premises. Send personal references, picture and salary expected in first letter. Address Box 895, care of American Nurseryman.

HELP WANTED

Industrious young man to join our office staff as junior executive. Some horticultural experience preferred. An opportunity to see and learn all phases of the mail-order business. Every chance for advancement if applicant has initiative, ingenuity and the will to succeed. Give full qualifications and references in first letter.

Address THE WAYSIDE GARDENS COMPANY, Mentor, Ohio.

SITUATION WANTED

Capable, experienced nurseryman seeks position in landscape work. Can handle any job from plan to planting. Have proven record in this work as well as in propagating. Available September 1. Southern location desired. Box 893, care of American Nurseryman.

SITUATION WANTED—German couple wants to emigrate to U. S. from England. Man (32) has practical experience with roses, pot plants, orchids, cut flowers, vegetables. 3 yrs' apprenticeship, 2 yrs. at experiment and research station in Berlin-Dahlem. Able to drive. Wife (28), has 2 yrs. at household institute. Willing to work as cook, baby sitter, etc. Affidavit necessary. Replies to: Box 890, care of American Nurseryman.

FOR SALE—Public auction, August 29, 7 p. m. D.S.T. New Quonset, 40x100, Celotex and plywood-lined, hard maple floor, automatic oil heat. Lot 135x295. Located on hard road, 6 miles southeast of Pekin, Ill., near Spring Lake, Ternus. Leonard J. Schrader, auctioneer, 569 E. Green St., Champaign, Ill. 2094.

HY-GRO

**SOLUBLE PLANT FOOD
(13-26-13)**

*For flowers, potted plants,
vegetables and lawns*



Brings a balanced diet right to the roots. Use according to directions on package for starter solution and transplanting. Easy to use.

3 oz., 1-lb., 2-lb., and 10-lb. packages. Also in 25-, 50- and 100-lb. sizes. Handy, economical "Get Sprayer" garden hose attachment available.

Ask for
FREE
booklet

A PRODUCT OF **McCORMICK & CO.**
Baltimore 2, Md.

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GARDEN SPRAY

Non-poisonous. Kills most chewing and sucking insects quickly, safely. 1 oz. makes several gallons of spray.



1 oz., 4 oz., and 1-pint bottles

Ask for free booklet
"It's Easy to Control Garden Insects"
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RED ARROW

AGRICULTURAL

DUST

**3/4%
ROTENONE!**



Non-poisonous—spray or wash. Kills bean beetles, cabbage worms, etc. Dust about every 10 days.

2-lb. and 5-lb. packages
(1% Rotenone in 50-lb. drums)

A PRODUCT OF **McCORMICK & CO.**
Baltimore 2, Md.

PRICE TRENDS

[Continued from page 9.]

for others even though they do not make any more than if they were actually earning a salary in somebody else's business. That, of course, is the privilege of every free American. I think we should all look at this point, however, and realize that this is the case.

Then there is the question of "profits before taxes," such as Harry Truman recently mentioned when he gave his radio talk justifying his seizure of the steel industry. He talked about the large profits of the steel industry before taxes. There is no such thing as profits before taxes. Income taxes are just another business expense and the only profit you have is what is left after you have paid your income taxes. Certainly that is true of corporations and I think it is true of individuals and partnerships. Speaking literally of profits before taxes is like speaking of profits before payrolls and materials. I always resent it when I hear the phrase used except in a technical way relating to accounting profits before taxes.

What Is a Fair Profit?

To sum up this discussion about the dollar we take in for the Myrtus communis in the gallon can, if you have a good liberal slice of this dollar left in the form of profits after you have paid all of these other expenses for payroll, materials and taxes, then whatever markup you are using is probably all right. I do not know how much you would consider as a fair profit. Personally, considering the risks in our business, I do not consider that 6 per cent, 8 per cent or 10 per cent is a bit too much, but I doubt if many of us are realizing those percentages in profit. You can answer the question for your own business. If you do not have at least a reasonable slice of your dollar left for profit, then there may be something wrong with your markup, which brings us back to the point of what is a reasonable markup to use when you buy your material for resale. In our business we figure it should be two and one-half times. In other words, if you buy it for 50 cents, you sell it for \$1.25. I am not going to tell anybody what his markup should be because I do not know the facts of his business, but I think it deserves serious thought and study on the part of each one of us in the nursery business.

Of course, if you are a grower and you actually produce a large part of the plant material which you are sell-

AMERICAN NURSERYMAN

METAL LABEL MARKERS

Immediate Delivery

Steel wire stakes with galvanized or green enamel finish—Aluminum and Galvanized Labels.

Also other Ideal Garden Gadgets.

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LANSING SPECIALTIES MFG. CO.
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IT COSTS NO MORE

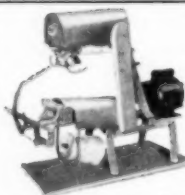
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FOR OUR PACKING OF

**Nursery Burlap
Squares and Rolls**

Write for prices and samples

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**FELINS
ELECTRIC
TYER
ROTARY
OR RACK
TYPE**

Sturdy construction, smooth action, for tying all varieties of nursery stock, cut flowers and bunch vegetables at a great saving of time, money, twine.

FELINS TYING MACHINE CO.
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For Nurserymen

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FRUIT TREE LABEL
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Ray and Kiser Sts. DAYTON, O.

NATURAL RAFFIA COLORED
DISPLAY GRASS MATS
CUT GRASS

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120 East 16th Street New York 3, N. Y.
Established 1909



Now Used by More than 1,000
Golf Clubs . . . Rhode Island
University Discovery —

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LIQUID CRABGRASS KILLER

TESTED and APPROVED by over 20 LEADING COLLEGES . . . PMAS is the only selective CRAB GRASS KILLER they recommend to GOLF COURSES for sensitive bent greens. Developed and patented by W. A. Cleary Corporation, PMAS comes in 10 per cent strength for professional use; 1 oz. treats 1,000 sq. ft. Also in 2½ per cent strength for home and garden use; 1 pint treats 1,600 sq. ft. Attractive Nursery discounts.

Five years in the proving on the country's finest golf courses has given PMAS top rank in the control of CRAB GRASS . . . But it is also recognized for its effectiveness on COPPER SPOT, DOLLAR SPOT, BROWN PATCH, PINK PATCH and SNOW MOLD.

Discounts to Nurserymen.

Write for complete price list, nursery discounts and name of nearest distributor, to:

W. A. CLEARY CORPORATION

NEW BRUNSWICK, NEW JERSEY

ing, then you are in a somewhat different position. Out of this dollar represented by the Myrtus communis sold at retail, you can retain a small percentage of the 50 cents which the plant cost as your growing profit. That is, you can retain it if it has actually cost you less than 50 cents to grow it. I am afraid that a great many growers do not know what that myrtle cost to grow and they are doing a bit of guesswork in setting the wholesale price of 50 cents. They may in some cases be selling it at a loss, because I feel that many of us who do grow do not know what the material is costing us up to the time we get it ready for sale. I am not going to go further into that situation, but it is a serious problem in our business. Cost accounting is expensive. With a few items it can be done—with many items, I wish you would give me the answer.

Prices Lagging Behind

I have a feeling that in the nursery business we react altogether too slowly in increasing the prices of our products in times when costs are going up, and as you know they have been going up steadily for some years. In other words, I feel that we are continually lagging behind in our prices. You know yourself by

reading the newspapers that when General Motors gives a substantial boost in wage rates to its employees, it raises the prices on General Motors cars immediately. The same is true of almost any other large corporation. I am afraid we do not do that in the nursery business. Our costs gradually creep up until all of a sudden we find we are not making any money. Then we decide to raise prices. If you do not belong in any of these categories that I mention, just do not pay any attention to my words.

Let me give you a few figures to indicate what I mean. The government bureau of labor statistics says that the cost of living index has increased from 100 in 1940 to 191 at the present time. In that cost of living index, food costs have gone up from 95 in 1940 to 239 in April, 1952, or are now two and one-half times what they were in 1940. I checked over some of our invoices for such operating items as burlap, twine, cartons and things of that kind. I find that on such raw materials used in our business the costs have increased 301 per cent, or three times, since 1941. I find also that our labor costs have increased in that period 271 per cent (2.7 times as much as they were in 1941.) These costs have gone

SoiLoam

LIQUID SOIL CONDITIONER for FALL LAWNS and PREPARING SOIL

Here's what SoiLoam Will do:

- Convert clay or poor soil into a permanently loose, porous material.
- Prevent soil compaction
- Improve soil structure by transforming it into pulverized soil aggregates
- Check erosion in new seedings.
- Increase and maintain desirable aeration in the soil
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- Convenient liquid form, NOT A POWDER. Easy to use; full instructions are on the container
- Keep soil open so that oxygen, plant food and water are easily absorbed by roots

NITRO-GRO

12-8-8

Liquid Fertilizer

PLUS

11 ESSENTIAL

TRACE ELEMENTS

Boron
Calcium
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Copper
Iodine
Iron

Magnesium
Manganese
Molybdenum
Sulphur
Zinc

For Lawns and Gardens

Dilute 4 ounces of NITRO-GRO with 10 gallons of water and cover 1,000 sq. ft. at weekly intervals—OR—Use 8 ounces of NITRO-GRO in 10 gallons of water per 1,000 sq. ft. twice a month.

Transplanting

A teaspoon in a gallon of water, applied around system, will give a needed boost and lessen danger of possible shock.

For Lawns

W. A. Cleary Corporation recommends the use of NITRO-GRO in conjunction with PMAS during the crab grass and disease control season in the following manner: Dilute 4 ounces of NITRO-GRO in 10 gallons of water and agitate. Next add 1 oz. of 10% PMAS and again agitate. This solution will cover 1,000 sq. ft. and should be applied weekly. Caution: Do not mix NITRO-GRO with PMAS concentrate; combine only in solution as directed above.

W. A. CLEARY CORP.

NEW BRUNSWICK, N. J.

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**Bonide Perfects an
All-Purpose SPRAY
FOR
SHADE TREES & SHRUBS**

OVOTOX CONTROLS:

SPIDER MITES — All Species
LEAF MINERS — All Stages
APHIDS — All Species
SCALE CRAWLERS, BEETLES
DEFOLIATING WORMS,
Common Diseases

**Insure Beautiful Shrubs &
Trees—Prevent Distorted,
Deformed Growths!**

Ideal for the "home gardener" . . . Ovotox is a concentrated wettable powder ready for instant use. *Outstanding efficiency!* It will pay you to try Ovotox—get a trial package from your dealer or write Bonide. Money-Back Guarantee. 1-lb. can only \$3 ppd.—makes 24 gal. of spray. Bulk prices available for commercial use.

**TREE
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**Get
DELICIOUS FRUIT
FROM YOUR
FRUIT TREES & BUSHES**

Controls all common diseases and insects . . . contains 4 new toxicants! Can be used as a dust or spray . . . is micronized and homogenized for effectiveness 2 times greater! Agriculturally approved. Specially produced for the 'back-yard' gardener. Economical—1-lb. makes 27 gallons of spray—only \$1.05!

BONIDE CHEMICAL CO.

Garden Specialists for 26 Years!

UTICA 4, NEW YORK

up not only in our business, but in all other industries. Somebody is always telling me about the big wages that cashiers get in supermarkets and I have a figure here which indicates that in 1940 a supermarket cashier received around \$18 a week. Now the same cashier doing the same work gets \$78 a week; that is 433 per cent.

Trend of Nursery Prices

Now let's see what some of our prices have been doing in that interval. Let's take a rose variety which was popular in 1941 and is still popular, in many parts of the country at least. That is Crimson Glory. In 1941 it sold for \$1.25. In 1952 it sold for \$1.75. That is an increase of 40 per cent. In other words, it is only 1.4 times as high as it was in 1941. I looked up the prices of nonpatented roses in 1941—ordinary varieties like Picture, Etoile de Hollande, Mrs. E. P. Thom, varieties of that sort—and they were selling then at an average of 75 cents to the retail planter. During this past season we listed them in our catalog at \$1.25. I think that was a fair price for these varieties almost anywhere. That is an increase of 66 per cent; in other words, they sold for 1.6 times as much as in 1941.

I can look through our catalog and find many ornamentals which were selling in 1941 at 50 and 60 cents. Those same kinds are now selling for \$1. That is an increase of from 66 to 100 per cent.

I took 20 selected ornamental plants in gallon cans, cans which almost every one of us who is growing ornamentals has in stock at all times, and I found that in 1940 the average price of those items was 54¾ cents. In 1952, the same items averaged \$1.23¾ each. That is an increase of 126 per cent. However, a great percentage of that increase has occurred since February, 1951, only a little over a year ago. That is because in December, 1950, we decided that we were lagging way behind in prices in relation to our operating costs, and we increased everything across the board by 10 per cent. We also made a further increase the next season of approximately 10 per cent more, so that with an index of 126 per cent since 1940, we have improved the situation some, but, as you can see from the figures that I quoted previously, we are still behind the increases in costs of many of the materials that we have to purchase for operating purposes. We are behind our increase in labor costs.

All of these figures indicate that

ALUMINUM TAGS

(All-weather)



3½" x ¾"

- Patented cardboard backing permits easy embossing with ordinary lead pencil.
 - Heavy eyelet. Copper-wired.
 - Attractive silver Aluminum, backed with yellow cardboard.
 - Inexpensively priced:
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|----------------|---------|---------------|--------|
| 1000 for . . . | \$14.00 | 250 for . . . | \$5.00 |
| 500 for . . . | 9.00 | 100 for . . . | 2.50 |

Write for samples.

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BURLAP

We are steady suppliers of

Rolled burlap.
Open mesh onion squares.
Domestic burlap squares sewed.
All types of sisal strings and hawsers.

Samples and prices upon request.

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**AN ALLCUT
CUTS LIKE A
SICKLE FROM
the GROUND UP!**

Cuts ALL the weed stalks left by other mowers with practically NO EFFORT. Cuts ornamental grass (grass that is cut every week) on steep banks with EASE. Thousands of ALLCUTS now in use in public parks, cemeteries, military posts and private grounds. Write for circular.

Prices include delivery.

16-in.—\$27.50

24-in.—\$34.50

AUTO SICKLE CO. So. Natick, Mass.

Dealer inquiries invited.

GRAFT WAX

**FOR GRAFTING AND
WOUND FILLING**

An adhesive, noncracking, nondrying wax with effective anti-mold agent.

Two 1-lb. tubes, **\$1.25** postpaid.

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**A. M. & SON
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Knives - Shears - Pruning Tools
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WRITE FOR CATALOG

Time is money

... SAVE IT WITH A ROYER COMPOST MIXER



Shown above is a Model C Jr-G . . . gasoline powered . . . 1 to 3 cu. yd. per hr. capacity . . . at Southland Nurseries, Mobile, Ala. Available in capacities to 16 cu. yds. . . . electric motor, gasoline engine or belt-to-tractor driven.

Florists and nurserymen report up to 89% saving in time needed for compost production when a Royer is used . . . valuable, expensive time that can be more profitably used in plant care.

The reasons for this saving are simple . . . one or two men with a Royer replace a sizeable gang needed for manual preparation. All they need do is feed the material into the hopper and compost is discharged where wanted. No time is wasted in stopping operations to clean screens. The portable Royer is quickly and easily moved to any desired location.

Further, the Royerated compost is of uniform, correct size and texture . . . ready to use to promote rich, healthy growth of shrubs, trees and flowers.



ROYER FOUNDRY & MACHINE CO.

182 PRINGLE ST., KINGSTON, PA.

we have lagged away behind the times in our prices. I do not believe we are growing the plants more cheaply either. Ornamental prices seem to have lagged behind those of fruit trees and small fruit plants in general, although I think they have been catching up in the past couple of years. Secretary White of the A. A. N. issues some figures on price trends each spring, and, in his bulletin for March, 1952, he states that based on an analysis of 1952 catalog prices ornamentals have gone up 239 per cent to the retail trade since 1941. Standard fruits have gone up 233 per cent, small fruits 278 per cent. His studies were based on mail-order catalogs, and here in California sales prices used in many of our nursery salesyards have not even followed the national trend, as evidenced in mail-order catalogs the country over. We are definitely lagging behind.

When I was cast in March, I heard about a classic example of lagging behind in prices. A nurseryman in

For FAST, EASY WORK

This Garden Shop Hand Truck is so widely used today that few nurseries are without it. Many have several, use one on each delivery truck, others in the nursery.

SPECIFICATIONS
Equipped with Jumbo Balloon Tires and Tubes 12x4 inches.
Specially Designed Curved Nose.
All-Steel Construction electrically welded.
Weight 46 pounds.
Over-all Length 63 inches.
Over-all Width 27½ inches.
Capacity 28-in. Ball weighing 600 pounds.

Write for illustrated folder giving details and prices of the popular Garden Shop Nursery Hand Trucks.

NOTE Our NEW ADDRESS—We've moved our nursery and office to larger space and convenient location.

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Phone HEDrick 3288 (Kansas City, Mo., exchange)



Presto is used by such Leading Colleges as . . .

Louisiana State University
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Orchid Research Co., Altadena, Calif.

and Park Departments of such cities as . . .

Allentown, Pa. San Francisco, Calif.
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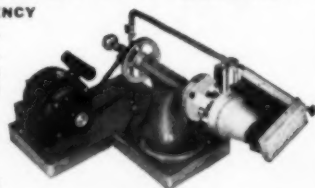
Grow better plants in clean pots**PRESTO****FLOWER POT WASHER****IMPROVED FOR ADDED EFFICIENCY**

Removes all dirt, roots and debris, inside and out, in one easy operation. Has leakproof ball bearings, automatic alignment of brushes, valve-regulated water supply.

Save Man-Hours—Clean Flower Pots the Presto Way—the Profit Way

Write for Circular and Price List**PRESTO**

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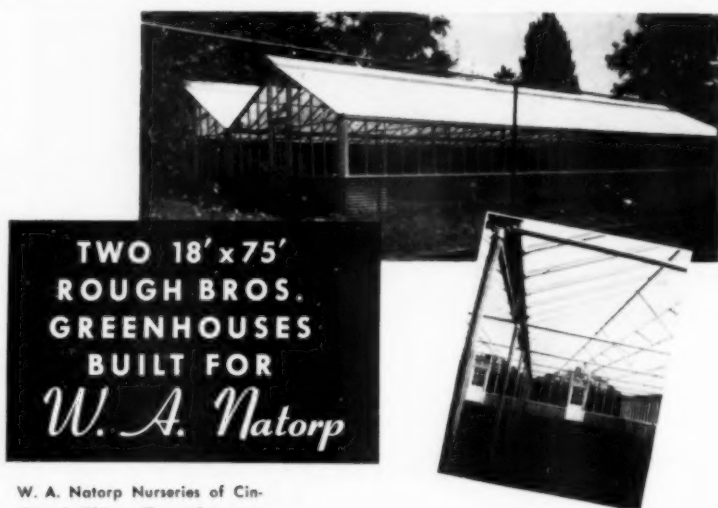
366 BASSETT RD., Dept. A
BAY VILLAGE, OHIO

Massachusetts, whose name I shall not mention here, was selling forsythia plants to the wholesale trade, plants of his own growing, for 75 cents. That was his 1952 price. His was an old firm, operated by his father and grandfather before him. My informant told me that in the wholesale price list of this same firm in 1851, 100 years ago, the same forsythias in the same size were offered at 50 cents. In other words, in 100 years the price had increased from 50 to 75 cents. That, of course, is an exaggerated case, but it shows you how slowly nurserymen sometimes react in changing their prices.

I think it is generally true also that those nurserymen who put out catalogs or price lists, whether retail or wholesale, often set their prices six to nine months ahead of the time when they are going to sell most of the products offered in those catalogs or price lists, and then they sell those products for a year or so at those prices without change. Our firm has done exactly this. In that interval, costs can change considerably and in recent years the only change has been upward.

However, in the fall of 1950, which as you recall was a period in which costs rose rapidly on both materials and labor, we decided we had to do something about it, and almost in the middle of the season, February 1, we raised our prices 10 per cent. We put a printed slip in our catalog to this effect. Of course, the psychological effect of such a price increase is bad when people can compare the old and the new prices, but we gave them a month to get adjusted to it by letting them buy at the old prices; we then had little trouble with the increase. There was a little slow-up for a week or two after February 1; then, as far as we could see, the volume was normal again in spite of the 10 per cent increase.

We often exaggerate the effect of



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ROUGH BROS.
GREENHOUSES
BUILT FOR
W. A. Natorp**

W. A. Natorp Nurseries of Cincinnati, Ohio, will use these two houses for growing orchids and to propagate evergreens.

Yes, another satisfied customer with Rough Bros. greenhouses.



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ANY STYLE — ANY SIZE

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SQUARES

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there's money in "extra" cash'n'carry sales

FALL AND SPRING-BLOOMING PERENNIALS IN CLOVERSET POTS* STRETCH YOUR SELLING SEASON

Low-expense plants can be high-profit items when you offer seasonal perennials in bloom! Better order a supply of Cloverset Pots now, and build up your cash-and-carry sales.

PRICE LIST F.O.B. KANSAS CITY, MO.

Pot ...
CHRYSANTHEMUMS
PEONIES
BLEEDING HEART
CAMELLIAS
GARDENIAS
PHLOX
LILIES
AZALEAS
ETC.

TYPE	Height	Top Diam.	Nearest Clay Pot	Approx. Weight	PRICE		
SPECIAL LIGHT	(Packed 200 in carton)			Per 200	Per 200	Per 1000	
No. 0	5½ ins.	5 ins.	6 ins.	25 lbs.	\$5.50	\$25.00	
No. 1	6½ ins.	6 ins.	7 ins.	40 lbs.	7.50	35.00	
No. 2	9½ ins.	7 ins.	8 ins.	60 lbs.	8.50	40.00	
STANDARD HEAVY	(Packed 100 in carton; 300 or more at 1000 price)			Per 100	Per 100	Per 1000	
No. 0	5½ ins.	5 ins.	6 ins.	30 lbs.	\$3.25	\$30.00	
No. 1	6½ ins.	6 ins.	7 ins.	50 lbs.	4.50	42.50	
No. 2	9½ ins.	7 ins.	8 ins.	74 lbs.	5.00	47.50	
No. 3	9 ins.	8 ins.	9 ins.	82 lbs.	5.50	52.50	
	(Packed 25 in carton)			Per 100	Per 25	Per 50	
No. 4	13 ins.	12 ins.		130 lbs.	\$7.00	\$13.25	
					Per 100	Per 1000	
					\$23.75	\$210.00	

Also available in other localities—
 write for name of your nearest distributor.

*Pat. No. 2973695



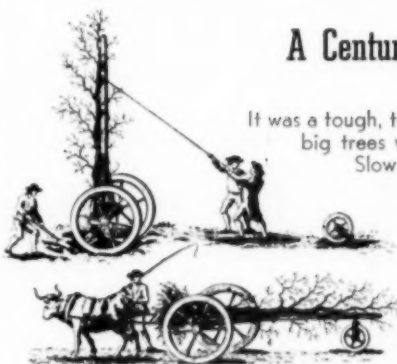
price increases. I think that many nurserymen set up straw men in the form of imagined customer price resistance, all too often influenced by what some nurseryman a few blocks away is charging. Often I think nurserymen set their prices by what the other fellow is doing rather than by what their own costs are. I have even had indications from time to time that some nurserymen may even set their prices by Armstrong's most recent catalog, cutting under by 5, 10 to 25 cents, according to what they think will most please their customers. In such cases, I think they are fooling themselves because in the first place our costs may not be their costs, and in the second place, they will usually sell just as many plants at the price that we set as if they sold them below. We have had specific cases of this kind which I could quote. All they did was lose the 5, 10 or 25 cents per plant.

Prices Must Be Competitive

It goes without saying that our prices on nursery stock must be competitive. On standard items certainly we cannot get too far out of line, but what I think we need is more confidence in our own product and its value. The products that we sell are sold at a low price compared

BIG TREE MOVING

A Century Ago...



It was a tough, tedious and costly task to move big trees with this primitive equipment. Slow-plodding oxen and strong backs were required to do the job... but results were often unsatisfactory.

AND NOW...

THE EASY, MODERN WAY

Today's nurserymen find big tree moving an easy matter with the patented Williams & Harvey "Rocker" Mover. A powerful winch does all the work... each job is completed quickly, simply, profitably. It will pay you to find out more about this revolutionary equipment. Write for details.



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Country Club Station

Kansas City 2, Mo.



OVERLOOKING WONDERFUL OPPORTUNITY

"The course is complete in every detail and easy to understand. I wish I had taken it years ago. I overlooked a wonderful opportunity and missed years of pleasure."

—H. L. Tate, Ohio

• YOU can improve your earning capacity by studying landscaping in your spare time! Enter a profession where you will be in demand. American Landscape School has an easy, practical, home-study course that can be completed in 8 to 12 months.

45 beautifully illustrated lessons. Landscape gardening for homes, estates, parks, cemeteries. FREE lifetime consultation service. 36th year. Successful graduates throughout the world. Write today for free catalog.

Francis A. Robinson, president, is a partner of Robinson & Parnham, member of American Association of Nurserymen; in active professional landscape practice for 41 years.

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6639 Grand Avenue, Des Moines 12, Ia.

I'd like to know more about how to make money through landscaping.

NAME.....

ADDRESS.....



This portable compost grinder separates trash from wanted material, grinds tough organic matter, wet or dry, through roller screens, mixes earth with compost as you like it. Sold with or without motor. Write for name of nearest dealer and free compost circular.

W-W GRINDER CORP.

DEPT. F WICHITA, KANSAS

The NEW ELECTRIC No. 16 HEDGE TRIMMER
Cuts Full 16 ins. — Weight 5 lbs.



Fully guaranteed. Send for illustrated folder or we will ship prepaid if you remit \$44.75 (in U. S. A. only).

BARTLETT MFG. CO
3058 E. Grand Blvd. DETROIT 2, MICH.
Makers of COMPOUND LEVER TREE TRIMMERS

Clavey "cradle-type" TREE and SHRUB DIGGER
Blades cuts of digging and transplanting below half. 3 minutes to install on Ford or Ferguson tractor with Wagner W-3 loader.

Price: \$175.00.
Write for literature.
ELMER CLAVEY, Inc.
HIGHLAND PARK, ILL.

with the satisfaction which they give the customer. We need to talk more about the beauty, fruit and many years of satisfaction which our customers will get from the things that we sell. Then we shall have less imaginary fear of what our customers will think about our prices and we shall sell more goods.

Certainly I think we have overlooked the fact that in specialty items in the nursery business—trees and plants that are difficult to grow or are grown in special ways or in special sizes, or almost anything in trees and plants which is not strictly a standard item grown by almost every nurseryman—the general public does not know what those items cost or what they should sell for. The nurseryman can set his own price—whatever he thinks is fair and reasonable, and he will find no price resistance, except the resistance that comes from competition with all of the other things on the market which are clamoring for the customer's dollar. Twenty-five or 50 cents more or less is not going to stop a customer from buying if he wants the plant.

Deliberate Price Cutting

Now let's talk a minute about deliberately cutting the prices from a level that is already established. I think you have all heard examples of how much more material you must sell when you cut the price. If you are selling 100 plants at \$1 apiece, you take in \$100. If you cut the price on those same plants to 75 cents, you have to sell 133 of them to bring in the same amount, \$100. In most cases when you cut prices on nursery stock, you will not sell the additional quantity. All you do is take in less money. It is often easier to cut prices than to put some effort into selling products, and a nurseryman will sometimes resort to price cutting when he should put more effort into selling. These firms that are known for price-cutting tendencies in our business are not leaders in the nursery business. Price cutting usually goes with poor-quality material and poor customer service, and usually such firms eventually disappear or hang onto a bare existence.

I am not minimizing the value of special merchandising sales. As such they certainly have a definite value in our business as in any other business, and at times when competition is keen and stocks are large, special sales occasionally will do a good job. Even the highest-type businesses are often in a position where a properly conducted sale will be of great benefit.

I noticed in the papers recently

PROPAGATION OF PLANTS

By

M. G. Kains and L. M. McQuestion

Comprehensive and Up to Date

A complete practical guide for the grower to the working methods of plant propagation by seeds, layers, grafting and budding.

Tells the how and why of all processes.

More than 600 pictures shown in 350 plates.

640 pages—Price, \$4.50

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LOWER PHOTO

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that General Electric has reduced the price of its refrigerators and one or two other items which it makes, simply because it has too large an inventory. After a few weeks, those prices will doubtless go up again unless there is some cost justification for keeping them down. In our business, we conducted a successful sale on camellia plants during the past spring. We offered a liberal price reduction, moved a number of plants and cut down an oversupply which we had in some varieties. I think there are definite objections to a sale on certain materials at the same time every year, particularly at the end of a sales season. I think sometimes customers will wait for such sales if they know they are coming at a specific time and you will not gain anything, but a sale properly conducted and properly timed, with definite incentives for the customer, will often pay off handsomely.

I point out, however, that in such sales you will sometimes not sell much merchandise other than the sales items themselves, and if you are going to make a sale successful you have to realize considerable volume on the items that you are advertising at a lower price during the sale. I think also that sales are most effective

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No. 1	30 lbs.	70 lbs.	6 ins.	5 ins.	6 ins.	4.00	37.50	5.25	50.00
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tive if they are for a specific period of time so that there is no question when the sale is over and the prices go back to normal.

Supply and Demand

Over a period of time, certain price trends make themselves evident in the nursery business. These are usually tied up with trends in plant material. The law of supply and demand, of course, has a great effect on prices. If certain materials are in strong demand all over the sales area, naturally the prices are going to stiffen. If there is a great oversupply and the demand is poor, prices are going to be less, and we have to recognize those factors. In recent years the demand for fruit trees for home planting has not been too strong, and the prices on fruit trees accordingly have not kept up with the prices on some types of ornamental material for which the demand has been good.

Two years ago there was a strong demand for large-size camellia plants in good varieties and we moved a number of them at good prices. Now the same plants would be around our yard indefinitely. We have to put a lower price on them to move them. In fact, the demand for them is so weak that it is probably not profitable for us to carry them. It is a high cost item. When such situations occur, nurserymen should take notice of them and adjust their stock accordingly. When an item becomes unprofitable there is no point in continuing to grow it, but I fear that many nurserymen, including ourselves, are growing items which are unprofitable, and lowering prices seldom solves the problem.

Up to the past few months, there was a strong demand in southern California for dichondra for lawns. I heard of one of our competitors who has been buying his dichondra for 60 cents and selling it for \$1 per flat. A few months ago the whole-



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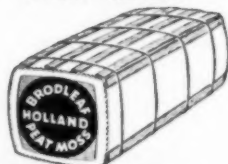
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sale price was raised to 65 cents and he decided that \$1 was too cheap; so he raised it to \$1.25. During the ensuing few months he sold little dichondra. He blamed it on the price increase. However, during that same period we were selling dichondra for \$1.45 and our sales were poor. In fact, we find upon checking that almost everyone during that period had poor sales of dichondra. In other words, the price had nothing to do with it. It was just a weakening of demand. Customers for some reason did not want it. We should not blame prices for sales trends of that nature.

Conclusions

I do not know whether you will draw any conclusions from this rambling discourse. I shall mention a few which might be drawn.

1. If you are making a good profit, then you probably have your mark-ups in good shape. If you are not making the profit that you think you should have, you had better examine your markups on everything that you are selling.

2. I think I can safely conclude that, if it is necessary to raise prices to make a profit, you should not be afraid to raise them. If the other fellow wants to sell at a loss, let him do so. The aim of all business is to make a profit and unless you can do that you might as well quit.

3. The prices of most ornamental nursery stock have lagged behind the costs of production and merchandising during the past 10 years.

4. I think that the growers who either wholesale or retail their products should, if possible, have some idea of what their growing costs are. They may be selling items at a loss.

5. I suggest that prices not be cut except for a legitimate reason with a definite objective in mind.

6. Perhaps we should emphasize the quality in our plant material and the wonderful things that it will do for the customer in his garden or orchard, rather than emphasize price. If somebody wants to operate on a low margin and feels he can get volume by so doing, he is certainly at liberty to do so. In the nursery business I think it is a dangerous practice because of the hazardous nature of the business.

When we are setting prices we had better look ahead a little and do a little analyzing and guessing as to what the situation may be in regard to costs over the year or year and a half ahead, so that we are not caught short with prices which are too low for the costs which we must pay.

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PLANT NOTES

[Continued from page 12]

The floras tell us that it grows on rocky slopes, sometimes in full sun and at others in part shade along the edges of woodland. Here it did best in full sun in our ordinary light sand with a fair humus content. It is not difficult in any case and proved quite hardy here.

Helichrysum

An old-time friend of this column writes that a hardy helichrysum was mentioned here years ago and that he has lost the reference and wishes to try the plant for a special purpose. He wonders if the subject could be covered again. I do not locate the reference now, so cannot be sure of the plant, but suspect that it dealt with one of two species, Helichrysum anaticum or H. lanatum, both of which we used in our own work for several years. I found the following in my notebook dated July, 1932:

"Helichrysum is usually thought of only as an everlasting of the annual garden; however, the genus contains some good perennial kinds, though few are hardy this far north. The Oriental H. anaticum is hardy here, and its beautiful mat of white, woolly leaves is useful throughout the open season in many landscape roles. A flowering period in July and August, when it produces bright yellow heads on 1-foot stems, gives it special value in the summer scene. A closely allied species, H. lanatum, with even more wool on its leaves and a flowering period (bright yellow heads on 6-inch stems) covering the time from June until late September, has special value. Both are easy in dry sandy soil in full sun. The perennial helichrysms come readily from seeds and, being mostly mat makers, may be endlessly multiplied by division of the stocks."

Mirabilis

The genus mirabilis is best known in gardens in the form of the popular four-o'clock, or marvel-of-Peru, which is treated as an annual in northern gardens. The desert four-o'clock, about which an eastern reader inquires and which prompts this note, is sometimes mentioned in garden literature as being a highly ornamental perennial. Perennial it is, as all agree, but its ornamental qualities are another matter. After giving it several trials, one covering at least six years, I have come to this conclusion: I do not know how to grow the plant; we are too far north for its comfort, or it is not

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so admirabilis as its old name would indicate.

As it grew here, the 2-foot or less plants were rather sparsely clothed in grayish, more or less cordate leaves and produced sparingly its small, purplish, tubular flowers in summer. Our experience would not warrant its inclusion in the list of plants of great garden value, though its oddity might interest some.

Siebold's Primrose

Few gardeners seem to be contented unless they have at least one primrose in their gardens. That is true apparently for a number of reasons, perhaps the most prominent being the halo which writers have painted around the name during the years that garden literature has been accumulating. No doubt the elusiveness of some kinds and the difficulty of culture in a number of others have had some bearing on the matter. It seems to me, though, that some writers have been far too pessimistic about the culture of the primrose, especially when they wrote about eastern United States. Their pessimism has no doubt kept many of our gardeners from growing the plants. Actually, a few trials would undoubtedly prove that all is not so dark as it has been pictured.

For instance, they would probably find that the Asiatic, *P. sieboldi*, would welcome their advances. Of the easier primroses, this species deserves special mention, not only because it takes kindly to conditions in the eastern states, but also for the great beauty of its best forms. It is highly variable as to color, as all know who have grown it from seeds (incidentally, it is almost as easy from seeds as its near relative, *P. cor-tusoides*, which you no doubt know is about as easy as radishes), varying from a rare, entrancing, pure white through a pink of myriad shades to rose and rosy-purple. Size, shape and form of flower are also subject to

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variability; so one has a wide field of choice.

In the average lot of seedlings there will be some of inferior quality, to be sure, but there will also surely be some that will thrill even the most experienced primula connoisseurs, thrill them not only by size of flower but also by beauty of color. If one gets a pure rose or a pure white of large size, he will have something to dream about. Selected forms may be propagated by division at almost any time of the year.

In our trials sieboldi did best in part shade in a light soil containing an abundance of humus, preferably leaf mold. There the plants enliven late spring and early summer with a long and brilliant performance, a performance of large heads of flowers on foot-tall stems, over tufts of soft, crumpled, scalloped leaves.

Phlox Nivalis

I am not so foolish as to try in the short space left to show the characters that separate *Phlox nivalis* and *P. subulata*. It may be said, though, that the botanists tell us that many of the named varieties ascribed to the latter really belong to *P. nivalis*. Although the name *nivalis* means snowy and some of the best of the mossy phloxes are found in the species, it also contains some lively shades. For instance, a plant which came to us from England several years ago as *P. camla*, a lovely salmon-pink which occupies a high place in the affections of American gardeners, has now been shown to be a form of *P. nivalis* rather than a hybrid as originally claimed. Even more vivid in color is the plant known as *P. sylvestris*, a patented variety of glowing crimson. It is said to have been developed from forms of the variable *P. nivalis*. Both these plants deserve your attention because they demand instant attention from your spring customers and may be sold from the field while in bloom.

What I had in mind, however, when this note occurred to me was a new variety, Gladwyne, a white so pure in color that it justifies the "snowy" of the species. This new named form is more compact than any other *nivalis* form I have ever seen, making it useful in many places where the looser forms could not well be used. The color is really white, showing none of the traces of pink seen in most so-called white mossy phloxes. The flowers are not so large as in *camla* and some other forms, but the overlapping petal blades give it a beautiful rounded form that makes the flower of special charm. Culture and propagation are as in *P. subulata*.

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